MAY 2024

FENCE NEWS USA

VOICE OF THE FENCE PROFESSIONAL

ACCESS CONTROL • DECKING • RAILING • OUTDOOR LIVING

www.fencenews.com

Top of the CHAIN

with

Clint Iams

CEO OF LOG CABIN FENCE
EXECUTIVE DIRECTOR OF NORTH AMERICAN FENCE CONTRACTORS ASSOCIATION (NAFCA)

SPECIAL SECTION

Pool Fencing and Hardware

Combining safety and aesthetics is essential for a beautiful and worry-free pool area.

In This Issue

The Hierarchy of Commercial Projects
Family Ties: Bailey Fence Company
What is your Emotional Intelligence?

Visit Us Online

IRON WORLD™

Residential, Commercial & Industrial Fencing Solutions

MAVERICK ULTRA™
RESIDENTIAL, COMMERCIAL,
AND INDUSTRIAL ALUMINUM

CHESAPEAKE BAY
VINYL FENCING

STEEL | ALUMINUM | IRON | VINYL | SLIDE GATES

855.935.IRON IRONWORLDFENCING.COM

MADE IN THE USA

IRON WORLD™

Residential, Commercial & Industrial Fencing Solutions

MAVERICK™ SUPREME
RESIDENTIAL AND COMMERCIAL STEEL

GOLDEN GATE™
CHAIN LINK & ORNAMENTAL SLIDE GATES

STEEL | ALUMINUM | IRON | VINYL | SLIDE GATES

855.935.IRON IRONWORLDFENCING.COM

MADE IN THE USA

The National Distributor

Trex® FENCING

Ships in 3 - 10 days.

Refined Beauty • Durability • Strength

- Trex 25-year warranty
- Over 95% recycled materials
- Wind load rating 130 mph
- Add depth and texture vs. smooth plastic
- Neighbor friendly fence - same look both sides
- The national distributor of Trex fencing serving the entire U.S. and Canada
- No maintenance

AFA American Fence Association

ALWAYS GREEN

U.S. GREEN BUILDING COUNCIL LEED USGBC

SRF Fence & Supply Co.

Trex® Fence Distribution

Genuine Trex

TrexFencingSRF.com • 720.428.8501

CHECK YOUR POOL GATE™
May Is Check Your Pool Gate Month

SAFE GATES HELP SAVE LIVES

DROWNING IS THE LEADING CAUSE OF DEATH IN CHILDREN AGED **1-4 YEARS**

MOST COMMON MEANS OF WATER/POOL ACCESS
62% HAD A FAULTY GATE/FENCE OR HAD LEFT THE GATE PROPPED OPEN

Adjust latches, hinges & pool gates to ensure consistent self-closing and self-latching at all times.

Install products proven over 35 years, **MagnaLatch®** and **TruClose®**.

Visit **us.ddtech.com** to access:
- Helpful installation instructions and videos
- Latch and hinge adjustment videos - to help keep gates safe
- Pool Gate Safety Checklist

Share the **Check Your Pool Gate** message with your customers, friends and family.

☎: (800) 716-0888 : ddtech.com ✉: info@ddtechusa.com

NDPA NATIONAL DROWNING PREVENTION ALLIANCE SGS CADdetails S LIMITED LIFETIME WARRANTY

Warranty conditions vary according to gate or door application and usage. See full Warranty details and limitations on D&D Technologies' website.

D&D Technologies®
World's most trusted gate hardware

Copyright © 2024 D&D Technologies®

HUGE SELECTION OF HARDWARE, FASTENERS AND TOOLS IN STOCK FOR THE FENCING INDUSTRY

ABBEY
HARDWARE®

View our catalog at **www.abbeyhardware.com**

STANDARD HARDWARE

DECORATIVE HARDWARE

WELDED WIRE

TOOLS

THE FENCING SUPPLY EXPERTS FOR OVER 21 YEARS

LOCKS

SCREWS

NAILS

ABBEY
FENCEPRO
MADE IN USA
ATLAS FIT
ALL PURPOSE Marking Paint
CONSTRUCTION SUPPLIES

Ask about our hand tools promotion!

GATEPRO®
FENCEPRO™

FENCING SUPPLY EXPERTS

1-866.98.ABBEY | sales@abbeyhardware.com | **www.abbeyhardware.com**

Make a Difference WITH MASTER HALCO

Every year, each of our local branches have the opportunity to hand-pick a charity close to their hearts to benefit from our Master Halco Gives Back program. During our fiscal month of May, a portion of branch sales is donated to these chosen charities.

PURCHASE DURING 4/29 – 5/24 TO MAKE A DIFFERENCE IN YOUR COMMUNITY!

MASTER HALCO GIVES BACK

BOYS & GIRLS CLUB OF CRITTENDEN COUNTY

EQUICENTER, INC

TURTLE SHELTER PROJECT

SCAN TO LEARN MORE AND SEE ALL CHARITY SELECTIONS FOR 2024!

MASTER HALCO®

AMERICAN BUILT

MASTERHALCO.COM

CHAIN LINK | ORNAMENTAL | VINYL | WOOD | AGRICULTURAL
TEMP FENCE | ACCESS CONTROL | CUSTOM GATES | DECKING & RAILING

Copyright © 2024 All Rights Reserved.

SAFETY in a Snap
with Safety Top Caps from NMI

Add safety and greater visibility to the top of chain link fence systems on athletic fields, in parks and recreational facilities.

- Easy to install
- Durable and flexible
- UV resistant

516-594-0364 | WWW.NMIFENCE.COM

NMIFENCE

Your trusted source for slat orders for over 40 years.

Cover Story

14 – 28 POOL FENCING AND HARDWARE
14 Life Saver AI Camera Adds Cutting-Edge Technology to Pool Safety
15 Nationwide Industries Enhances Pool Safety with Launch of Trident Safe Signal Magnetic Latch
18 Guide for Maximizing the Appearance of a Pool Fence
19 NDPA Launches Water Safety Campaign
20 Using Products to Work Harmoniously in the Outdoor Living Space
22 Safe Gates Help Save Lives: Check Your Pool Gate Month
26 Commercial Pool Fencing: Tips to Help Insure a Smooth and Safe Install
28 Keeping Your Commercial Pool Gate Secure

Industry News

8 TREX® Tightens Stronghold as a Total Decking Resource with Launch of Comprehensive Fastener Collection
12 New Integration of DoorBird IP Video Intercom Announced
30 Beyond the Fence: Stocking Strategies for Growing Profit Margins
32 Vista Railings Expands Distribution Network with Carolina Atlantic
34 TREX Honored with Two Sustainability Rankings
35 United Rentals Announces Next-Generation Access Management Solution
36 Ignite Attachments announces Business Expansion and New Lines
38 New Castle Steel Partners with K+R Building Materials
38 Keim and Saroyan Hardwoods Join the Ranks of Accoya Distributors
38 Simpson Strong-Tie Promotes Annie Kao to VicePresident of Strategic Partnerships and Engagement
39 Perimeter Solutions Group Announces Georgia Acquisitions and New Location
40 Case Study: Design and Build a Unique Western Fence to Match Outdoor Fitness Center
44 Wholesale Fencing: Your Key to Cost-Efficient and Quality Projects
46 **Top of the Chain with Clint Iams,** CEO of Log Cabin Fence Executive Director of North American Fence Contractors Association (NAFCA)
48 PostJak: The Right Tool for the Job
54 Wolf Home Products Introduces New Grooved Profile and Updated Colors to Wolf Serenity Decking
60 Top Rail Fence Opens Two New Florida Locations
64 **Family Ties:** Standing Back-to-Back, Bailey Fence Company
68 Master Halco Gives Back - Again! Celebrating Their 4th Consecutive Year of Supporting Local Communities
70 Iron World: A Look at Several Vinyl Fencing Options
71 Iron World Welcomes New Vinyl Fence Department Manager
72 Getting your Equipment Ready for Productive Land Clearing
73 84 Lumber Names Mark Ingersoll as Area Manager in Western Division
74 Eastern Fence - Fort Mill Moves Southern Corporate Office to New State-of-the-Art Facility
75 FieldBin Launches Performance-Based Digital Marketing Services for Field Service Businesses
76 Modern Mill Launches a Newly Redesigned and Streamlined Website
78 **Start Up Stories:** A to Z Quality Fencing
80 Mastic® by Ply Gem® Announces its Brand Refresh – Making "More Possible" for Builders and Contractors

Business Management

50 The Hierarchy of Commercial Projects by **Robert Miller**
52 Management Corner: What's Your EQ?
66 You Do WHAT for a Living? by **Mark Levin**
74 Shrinking Backlogs by **Tom Luby**

Events & More

76 Business Opportunities
82 Events

FENCE NEWS IS A PROUD MEMBER OF THESE ASSOCIATIONS:

Advertiser Index

Abbey Hardware,4
All-O-Matic, 31
Ameristar/Assa Abloy, 11
Antebellum Manufacturing, 21
BD Loops, 68
Blackline, Back Cover
Capital Fence & Rail, 51
DAC Industries, 67
D&D Technologies, 3
Dan Wheeler Podcast, 51
Dandy Digger, 27
DKS DoorKing, 16, 17
DoorBird, 73
Dyna-Bignell, 44
Eagle Fence, 62
Eastern Wholesale Fence, 42-43
Elite Fence Products, 69
Encon Electronics, 75
EZG Manufacturing, 39
Fence Armor, 77
Fence Empire, 29
FLW International, 25
Gopher Wood, 51
Hampden Fence, 48
Homeland Vinyl Products, 10
Incord, 62
International Gate Devices, 60
Interstate Wholesale Fence, 63
Iron World, Front Cover
Jerith/Assa Abloy, 13, 15, 19
Keener Dupont Wire, LLC, 50
L&C Enterprises, 58-59
LMT Mercer Group, 83
Locinox, 45
Master Halco, 5
Maximum Controls, 61
Merchants Metals, 9
National Metal Industries, 6, 49
Pexco, 24
Poly Vinyl Creations, 53
Postloc, 62
Privacy Link, 20
Pro Access Systems, 34, 79
Rent-A-Fence Wholesale, 56
Seco-Larm, 23
Secure Gate Systems, 44
Shoreline Vinyl Systems, 54
Skidrill, 65, 81
South Camden Iron Works, 40
Southwestern Wire, 35
Stain and Seal, 57
Standard Paints/Wood Defender, 41
Stephens Pipe & Steel, 7
Titan Post Drivers, 76
TREX Fencing - SRF Fence, 2
Trident Fence/Deer Busters, 32
Ultra Aluminum, 55
US Premier Tube Mills, 12, 39
Vantage Fence, 37
Wheatland Tubes, 33

FENCENEWS USA
VOICE OF THE FENCE PROFESSIONAL

4845 Ihles Rd., Lake Charles, LA 70605
337. 312.0975

Publisher: River Road Publishing, LLC
Managing Editors: Kristy Armand & Christine Fisher
General Manager: Mary Hummon
Sales Manager: Katie Stevenson
Creative: Shonda Manuel & Barbara VanGossen

katie@fencenews.com | fencenews.com

PUBLISHER'S PROTECTIVE CLAUSE
In consideration of publication of an advertisement, by submitting an advertisement for publication by River Road Publishing, LLC d/b/a "Fence News USA", the advertiser and the agency, jointly and severally, agree to indemnify and hold harmless River Road Publishing, LLC and Healthy Image Marketing, (collectively "Publisher") and their respective managers, its officers, agents and employees against all expenses, including attorney's fees, damages and losses resulting from the publication of the advertisement, including but not limited to claims or suits for libel, violation of the right of privacy, copyright or patent infringement, and use of the product or services advertised, either proper or improper.

All advertisements are accepted and published based on the representation by the agency and advertiser that both are authorized to publish the entire contents of the material provided to the Publisher in the manner selected by the advertiser, be it print or electronic media. Advertisements and product information do not constitute an endorsement nor a position by the Publisher concerning their suitability. The Publisher reserves the right to reject any advertising in "Fence News USA", the Publisher's website or e-newsletter. The Publisher makes every effort to ensure suitable placement of advertising but assumes no responsibility in this regard. All advertisements, including online advertisements, placed in "Fence News USA" must be accompanied by a valid insertion order specifying gross advertising rate, size, color, position and information sufficient for proper identification of the advertisement by the Publisher production personnel. Requested positions are not guaranteed unless stated as a paid position. Contracts for multiple frequency discounts must be in place prior to the first insertion. Publisher will not be bound by any terms and conditions printed on advertising agency or advertiser insertion orders or copy instructions when those rates and conditions conflict with the Publisher's rate card. While Publisher will make every effort to correct inaccurate artwork, the Publisher is not liable for faulty materials provided by the agency or the advertiser. Such advertisements will be billed as run. The Publisher does not guarantee changes or corrections after the closing date. Publisher is not liable for delays in delivery and/or nondelivery of its publications in the event of any conditions beyond the control of the Publisher that may affect production or shipping of "Fence News USA". Advertisers may not include product/service pricing or discount copy in advertisements in the Publisher, electronic media. ISSN 2767-8016

50 years
1974–2024

Celebrating 50 years of Reliable Service & Quality

Centurion SELECT
HORIZONTAL ALUMINUM SYSTEM

ADVANTAGE ONE SOURCE

CENTURION SELECT
offers our unique take on horizontal board fencing. Our patented, all-aluminum fence is unlike any other. Three inch square aluminum posts are extruded in three unique shapes offering Corner, End and Line Posts with a surface mount option. The slats can be installed for privacy and with the included spacers, allows a semi private installation. When finished, Centurion Select offers an elegant solution that compliments a wide range of building styles and outdoor living spaces. It's everything you have come to expect form Stephens Pipe, your "One Stop" Fencing Supplier.

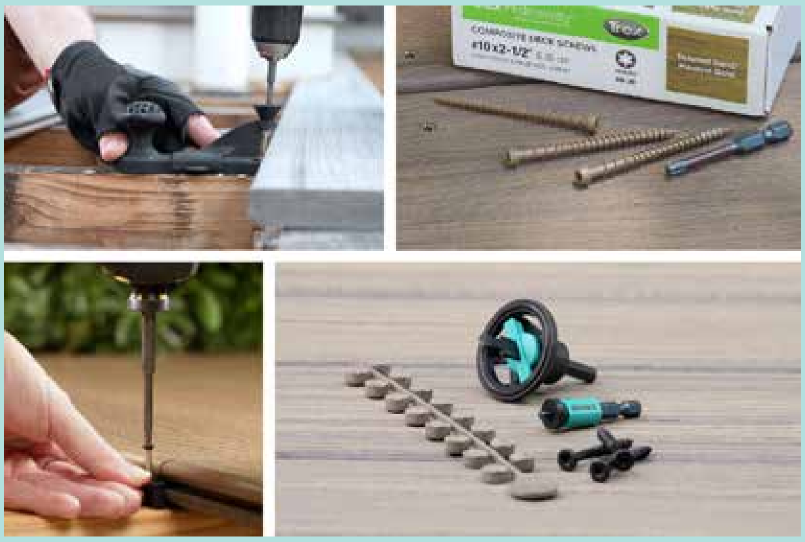
SPS STEPHENS PIPE & STEEL

ALABAMA 205-647-0111, **CONNECTICUT** 860-812-0265, **FLORIDA** 321-728-2932, **GEORGIA** 770-868-1800,
KENTUCKY 270-866-3331, **LOUISIANA** 225-387-1838, **MARYLAND** 301-699-0400, **MICHIGAN** 616-248-3433,
MISSOURI 816-359-3836, **NORTH CAROLINA** 336-375-3442, **OHIO** (Columbus) 614-285-3584 or (Mt. Sterling) 740-869-2257,
PENNSYLVANIA 570-567-7538, **SOUTH CAROLINA** 803-849-1625, **TENNESSEE** 615-860-0001,
TEXAS (Austin) 512-631-0070 • (Dallas) 214-348-2400 • (Houston) 346-271-9017, **WEST VIRGINIA** 304-522-2210

SPSCENTURION.COM

© 2024-5 ALL RIGHTS RESERVED.

TREX® Tightens Stronghold as a Total Decking Resource with Launch of Comprehensive Fastener Collection



They say big things come in small packages. The latest product launch from decking giant Trex Company proves this point. Further reinforcing its legacy as the category innovator, the world's largest manufacturer of wood-alternative decking and railing and leader in high-performance, low-maintenance outdoor living products is launching a comprehensive collection of Trex®-branded deck fasteners and accessories that will begin hitting the market this month.

Featuring more than 120 SKUs, the new Trex Hideaway® Fastener Collection includes solutions for every composite deck fastening and finishing need – from color-matched screws and plugs to specially engineered bits, depth setters and clips – including several first-to-market innovations. The collection was meticulously researched and expertly engineered to make installation easier and more efficient while delivering a clean, cohesive aesthetic. These new tools and accessories are fully compatible with all Trex® decking products and have also been rigorously tested and proven to work with most competitive decking options.

"This collection is poised to disrupt the industry by establishing Trex as a market leader in the decking hardware category," says Adam Zambanini, executive vice president and chief operating officer for Trex Company. "Adding fasteners and finishing components to our portfolio solidifies Trex as a true and total one-stop supplier for decking, railing and accessories."

New products are rolling out with the introduction of the patent pending Trex Hideaway® Butt Joint Clip. Designed specifically for use where deck boards meet over a single joist, this specialized clip ensures perfect alignment and a strong connection without the hassle of additional joists and fasteners. The extra-wide "wings" of the clip provide the same secure connection as two standard hidden fasteners, so that just one clip is required per side. Additionally, the clip's "shoulders" provide the support of two joists, eliminating the need for a sister joist in end-to-end deck board applications and resulting in quicker deck installation without compromising aesthetics.

Next up this spring will be the introduction of Trex Hideaway® Deck Plugs and Trex Hideaway® Fascia Plugs. These first-to-market collated plugs feature proprietary construction and are made from the same decking shell material, embossing rolls and pigments used to create Trex decking and fascia. Painstakingly crafted to deliver impeccable color and texture matches for the entire Trex decking collection, these exclusive plugs create a virtually undetectable finish. Included in this collection will be the first – and only – Trex-approved plug option for use with Trex Enhance® scalloped deck boards. With these specially designed plugs, contractors no longer have to rely on locator tools to ensure safe and effective installation, giving them the ability to conceal fasteners anywhere on the deck.

The rest of the Trex Hideaway Fastener Collection will roll out later this year, including:

TREX HIDEAWAY® COLOR-MATCH COMPOSITE DECKING AND FASCIA SCREWS (patent pending)
Engineered specifically for Trex decks, these fasteners feature ultimate color matches with all Trex decking and fascia lines along with a unique design that delivers optimal stability, increased drive speed and a mushroom-free finish. Screws feature Phillips' patented HEXSTIX®* technology for optimal accuracy and STICK-TIGHT® technology to guarantee the perfect bit fit with every drive. These screws also resist stripping, rusting and fading, making them ideal for use on deck borders, breaker boards, picture frames, stairs and the field of a deck where they blend in with their surroundings to create a harmonious look.

TREX HIDEAWAY® COUNTERBORE BITS
(patent pending)
Durably designed in color-coded options for fastening Trex color-match fascia screws and decking and fascia plugs, these new counterbore bits feature forged spade designs for enhanced durability. An innovative rotating wing on each bit delivers a swift, efficient cut while ensuring material removal to prevent scratching the deck or fascia surface.

TREX HIDEAWAY® DEPTH SETTERS
(patent pending)
Specifically engineered and labeled for decking and fascia applications, these depth setters are equipped with the Phillips HEXSTIX Drive System, allowing installers to drill to the correct depth quickly and precisely, every time. Made with high-quality materials, each setter is incredibly durable and protected by a glass-filled nylon sheath and rubber bumpers to prevent wear and to avoid marring the deck surface during installation.

TREX HIDEAWAY® HEXSTIX® DRIVE BIT
Designed for precision, the HEXSTIX HS20 Drive Bit works seamlessly with Trex Hideaway Composite Decking & Fascia Screws, ensuring a stable, wobble-free connection with every use.

In addition to these new fasteners and accessories, Trex will continue to offer its universal starter and fastener clips, router bit, and award-winning Trex® Universal Fastener One-Step Installation Tool.

"These new components join our already successful Trex Hideaway Hidden Fasteners to round out the most robust fastening offering of any composite decking brand," notes Zambanini. "These additions also bring meaningful innovation to what has been a relatively stagnant category, delivering improved performance, durability and ease of use. They afford greater quality control for installers and give our channel partners a competitive advantage by allowing them to deliver end-to-end solutions from one supplier for a seamless, worry-free deck-building experience from the joists up."

Components are backed by the same limited warranties as the decking they secure. When paired with Trex Transcend® decking, fasteners and accessories are backed by 50 years of assurance. With Trex Select® or Trex Enhance® decking, they are backed by 35 and 25 years, respectively.

For more information visit *Trex.com*.

Merchants Metals®

the first name in fence solutions

CHAIN LINK

FOR EVERY APPLICATION

RESIDENTIAL • COMMERCIAL • INDUSTRIAL

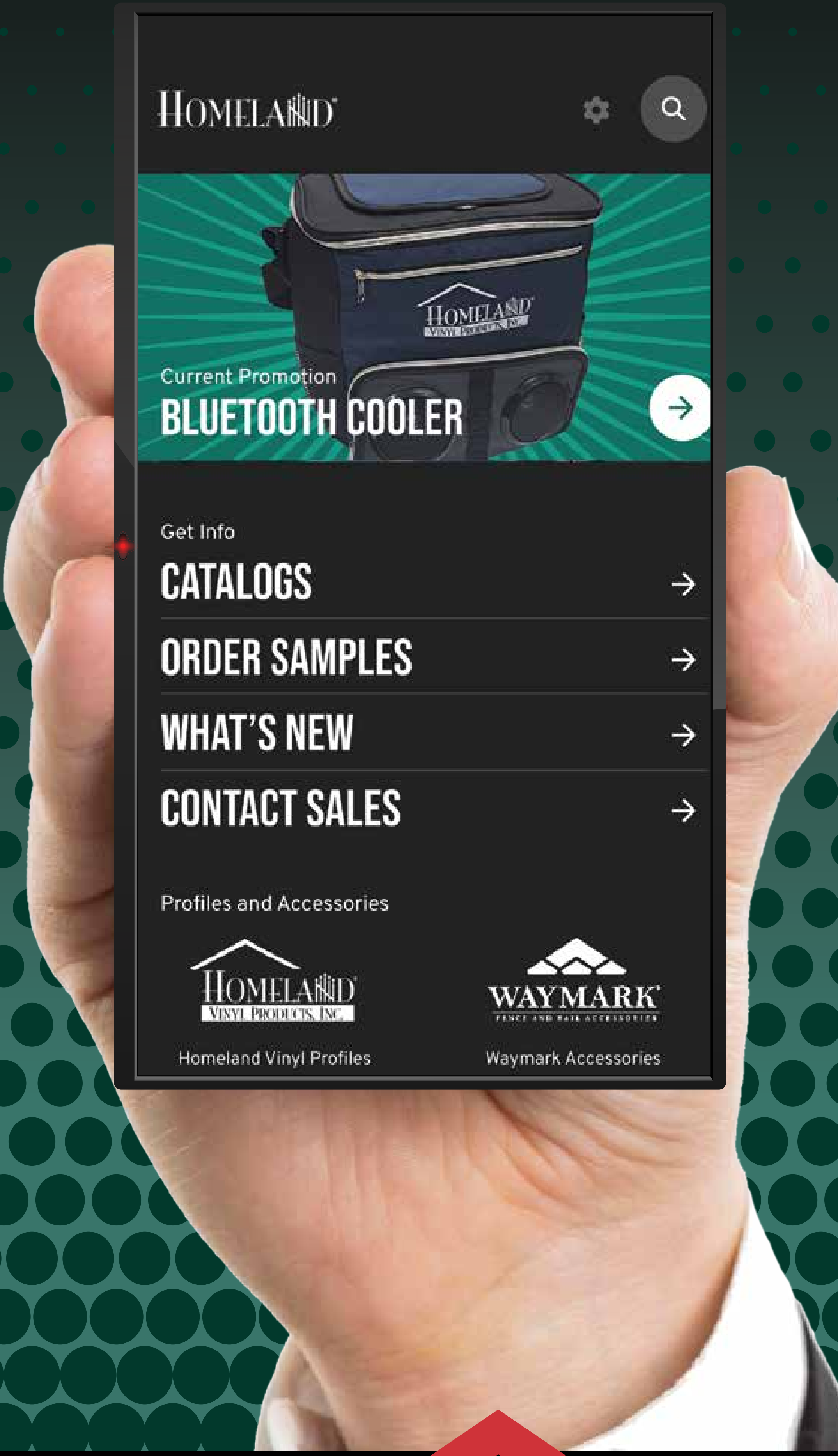
Whether you are in need of Galvanized, Aluminized or Architectural Color Coated Chain Link systems, Merchants Metals has the materials you need to get the job done right. Contact your local service center and see what we can do for you.

www.merchantsmetals.com
866.888.5611

HOMELAND VINYL PRODUCTS, INC. & WAYMARK FENCE AND RAIL ACCESSORIES

At Your Finger Tip!

- Available on Apple or Android
- Download Catalogs, Warranties, Technical Data, Brochures, Flyers and more!
- View Colors & Photos
- View Products by Profiles
- View Install Diagrams
- Easy to use for Suppliers , Contractors and Homeowners!



HOMELAND

Current Promotion

BLUETOOTH COOLER →

Get Info

CATALOGS →

ORDER SAMPLES →

WHAT'S NEW →

CONTACT SALES →

Profiles and Accessories

Homeland Vinyl Profiles

Waymark Accessories

HOMELAND VINYL PRODUCTS, INC.

ACCU-Shield

800-999-6813

info@homelandvinyl.com

HomelandVinyl.com

*Colors may not be available in all profiles or markets.

SYSTEM CERTIFICATION ** ISO 9001 SGS

WAYMARK® FENCE AND RAIL ACCESSORIES

877-652-6118

sales@waymarkproducts.com

Waymark Products, LLC

WaymarkProducts.com

** Homeland Vinyl Products' Tennessee plant is ISO 9001 certified.

Summit® is a registered trademark of Waymark Products LLC

Waypoint® is a registered trademark of Waymark products LLC

MONTAGE®

LOOK FOR THE BRAND THAT LASTS

LIFETIME WARRANTY

MADE IN AMERICA

FENCE PRODUCTS

AMERISTARPERIMETER.COM | 888-333-3422
Experience a safer and more open world

AMERISTAR®

ASSA ABLOY

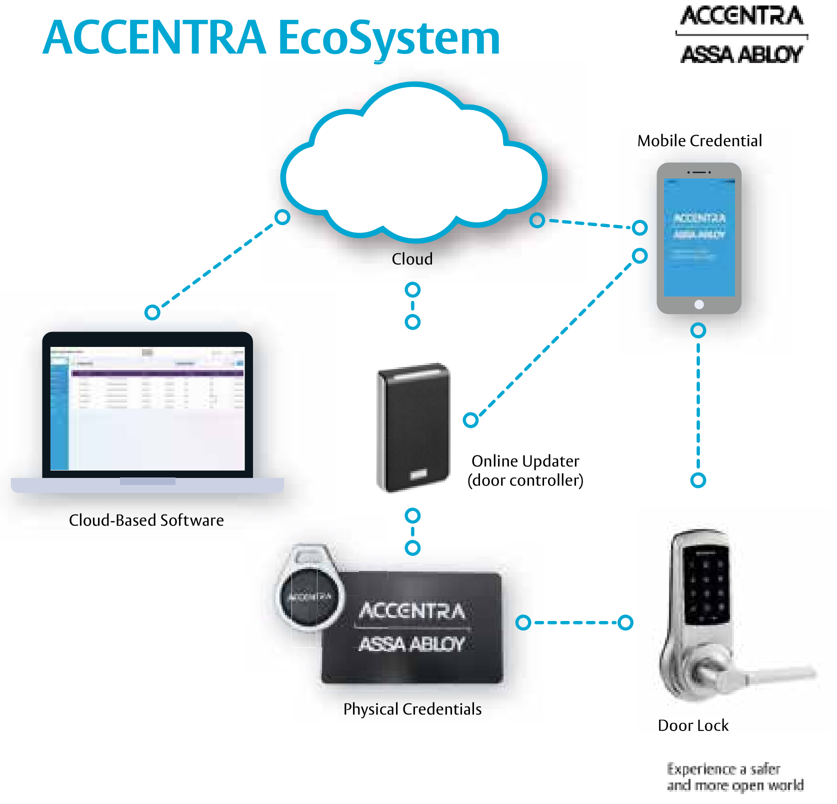
New Integration of DoorBird IP Video Intercom Announced

ASSA ABLOY ACCENTRA and DoorBird announce a new integration of the DoorBird IP video intercom. It can be managed seamlessly within the ACCENTRA Multi-family dashboard, eliminating the need to manage two separate systems.

ACCENTRA allows a secure and convenient way for residents and staff to access all areas of the property, while DoorBird gives residents the ability to grant access for their guests while at home or away.

ACCENTRA is a multi-family management system that provides cloud-based wireless access control technology to manage access rights, hand-out, or revoke access, and customize system settings.

For more information, visit *doorbird.com*.


ACCENTRA EcoSystem
ACCENTRA
ASSA ABLOY
Mobile Credential
Cloud
Cloud-Based Software
Online Updater
(door controller)
Physical Credentials
Door Lock
Experience a safer and more open world

US PREMIER TUBE MILLS

QUALITY for YOU

■ ATTENTION TO DETAIL ■ DEDICATION TO QUALITY ■ PRODUCT PERFORMANCE

Every day you put up your best, whether it's your people, product, effort, or even your true intention.

As the manufacturer of the steel fence framework products you use, US Premier Tube Mills does the same. It's not just your name and reputation on the fence line, it's ours as well. USPTM is committed to providing you with a quality product from our residential, industrial / commercial, high security and powder coated offerings to our certification and customer service.

US Premier Tube Mills . . . Working for You, Quality for You, Available for You

US PREMIER TUBE MILLS
US Premier Tube Mills
2855 Michigan Rd. Madison, IN 47250 TEL: 812.265.7001 FAX: 812.274.0345
usptmills.com

QUALITY ALUMINUM FENCE FOR EVERY APPLICATION

Jerith Legacy
5/8" Picket | Hidden Fasteners

Jerith Liberty
5/8" Picket | Economical

Jerith Premier
3/4" Picket | Residential or Lite Commercial

Jerith Aero
1" x 5/8" Picket | Rounded Edges

Jerith Industrial
1" Picket | Heavy Duty

Jerith's legacy of quality and style makes our residential and commercial aluminum fence the best in the industry. With our wide range of options, we can tailor our products to your specific needs.

JERITH.COM 800-344-2242

PET POOL RESIDENTIAL LITE COMMERCIAL INDUSTRIAL

Jerith
ASSA ABLOY

Pool Fencing and Hardware

Pools are the ultimate addition to any outdoor living space. Combining safety and aesthetics is essential for a beautiful and worry-free area. We're highlighting tips and products for creating a harmonious and secure space.

A NEW LAYER OF PROTECTION FOR POOL SAFETY

LIFE SAVER AI CAMERA ADDS CUTTING-EDGE TECHNOLOGY TO POOL SAFETY

CAMEREYE
CAMEREYE

Recent technological advancements have revolutionized approaches to pool safety. Life Saver Pool Fence Systems, a top-rated pool fence manufacturer, has partnered with CamerEye to introduce a safety camera powered by artificial intelligence (AI) that brings a new level of protection and peace of mind to families.

"We don't think of ourselves as a company that just sells pool fences; we are a company that saves lives," says Eric Lupton, CEO of Life Saver. "That's why we are constantly working on new products to enhance safety for our customers. This camera represents a significant advancement in pool safety technology."

The camera is designed to monitor pool activity and alert users to potential risks in real-time. Equipped with advanced motion detection and artificial intelligence technology, it continuously scans the pool area, instantly detecting any movement or disturbances in the water.

KEY FEATURES INCLUDE:

REAL-TIME MONITORING: Provides live video streaming, allowing users to monitor pool activity from anywhere via a smartphone or tablet.

MOTION DETECTION: Using sophisticated algorithms, the camera can differentiate between normal pool activity and potential emergencies, such as a child falling into the water.

SMART ALERTS: In the event of a detected disturbance, the camera sends immediate alerts to connected devices, ensuring prompt action can be taken.

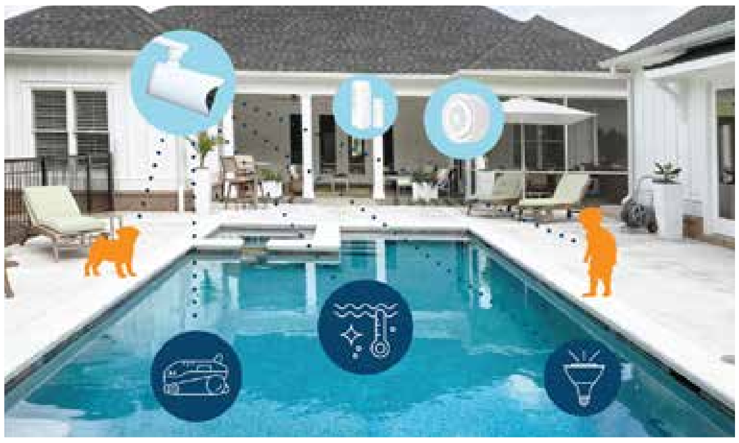
NIGHT VISION: With built-in infrared technology, the camera offers clear visibility even in low-light conditions up to 100 feet, allowing for 24/7 monitoring.

USER-FRIENDLY INTERFACE: An intuitive interface that is easy to set up and operate.

The camera is just one layer of protection and Lupton stresses it should be used concurrently with other layers of drowning prevention tactics. These layers include swim lessons, water watchers, and physical barriers such as a pool safety fence.

"As technology continues to evolve, so does our ability to safeguard our loved ones," Lupton says, noting that the camera is a convenient, affordable way to enhance pool safety. "By investing in innovative solutions like the Life Saver CamerEye camera and using them as another layer of protection, we can create safer environments and prevent tragedies before they occur."

Learn more at *poolfence.com*.



NATIONWIDE INDUSTRIES ENHANCES POOL SAFETY WITH THE LAUNCH OF THE TRIDENT SAFE SIGNAL MAGNETIC LATCH

ADVANCED SAFETY TECHNOLOGY MEETS USER-FRIENDLY DESIGN TO REDEFINE POOL SECURITY STANDARDS

Nationwide Industries™ is enhancing pool safety and giving homeowners peace of mind with the introduction of its new Trident Safe Signal Magnetic Latch. This advanced latch was designed to address the most pressing pool safety concerns.

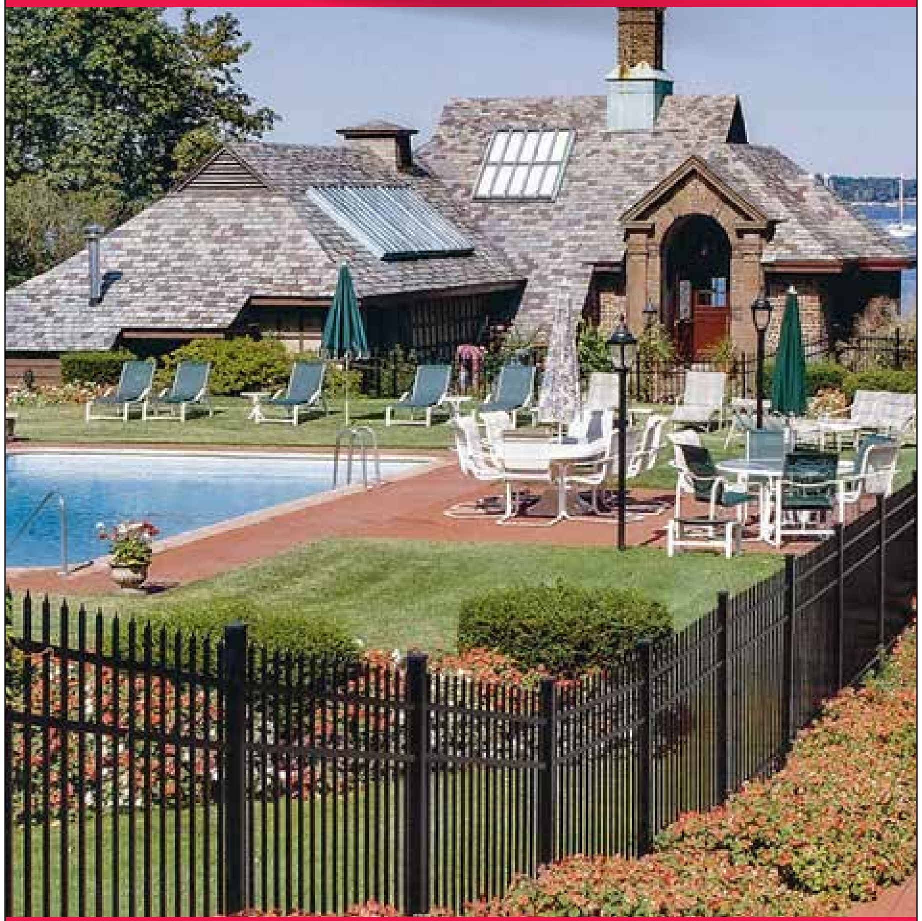
The Trident Safe Signal Magnetic Latch's features include an audible alarm that sounds if a gate is left unlatched for more than 15 seconds, and eye-catching blue LED lights that provide 360-degree visibility. These features help ensure that pool safety is maintained even in low-light conditions, and helps prevent accidental pool entries, especially by young children.

"Our research has shown that the most critical moments in pool safety occur immediately after a gate is left open," explains David Lord, product manager at Nationwide Industries. "The Trident Safe Signal Magnetic Latch is our response to this challenge. It combines an intuitive design with advanced safety features, making it an essential tool for any pool owner."

In addition to its safety features, the Trident Safe Signal Magnetic Latch boasts is easy to install, fitting seamlessly onto any square post for wood, vinyl, or metal gates. This versatility ensures that the product can be utilized in a wide range of settings, from residential homes to public pools.

For more information about the Trident Safe Signal Magnetic Latch, visit *nationwideindustries.com*.

Jerith Liberty
ALUMINUM
⅝" Picket | Economical



HILL COUNTRY
RACKS OVER 26 INCHES!

Call your Jerith distributor today.

JERITH.COM
800-344-2242

Jerith
ASSA ABLOY

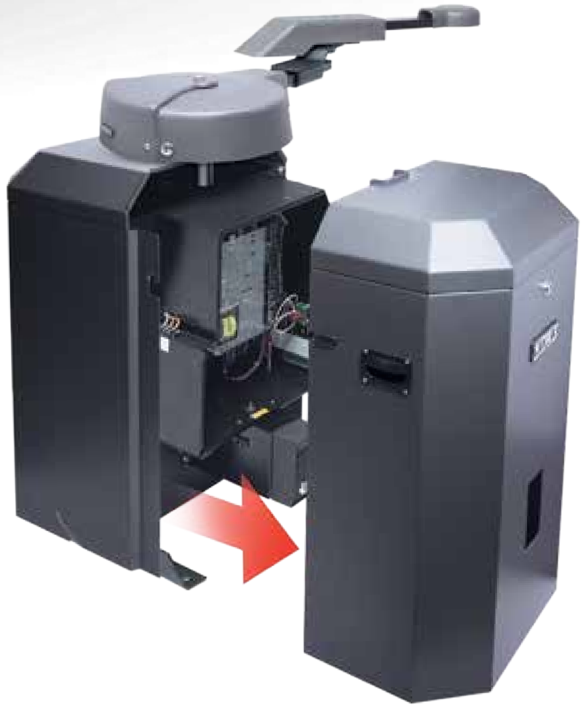
PET POOL RESIDENTIAL

Get Into
the Swing of
High Security
MADE IN USA

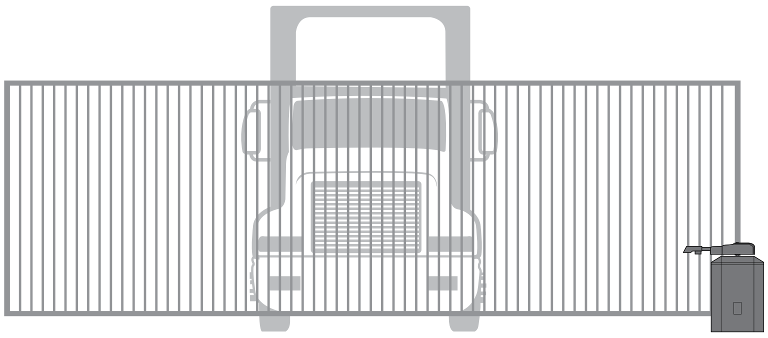
For more information:
doorking.com/secureswing
800-673-3299 • info@doorking.com

6550 Swing Gate Operator

Finally, a large Swing Gate Operator with the strength, reliability, and quiet operation to move long, heavy gates. Fire-rated, two-piece, split metal case provides added security, easy installation and maintenance – you'll never have to pull the arm off to access interior. Easy to adjust electronic magnetic limits eliminate old style mechanical switches that can wear out, break or fail. Unique breakaway hub design prevents gear box damage if the gate is struck. Easy to use manual release system. 5-Year limited warranty.



Two-piece, split metal case makes installation easy and you'll never have to pull the arm off to access interior for maintenance



*Maximum Gate Width **25 ft.***
*Maximum Gate Weight **2,000 lb.***

Traffic Control | Access Control | Telephone Entry | Gate Operators

Member: AFA, DASMA, NAA, IDA, NOMMA, NPA, SIA, SSA, CANASA

GUIDE FOR MAXIMIZING THE APPEARANCE OF A POOL FENCE

Swimming pool fencing is an essential safety feature for anyone who has an outdoor pool, especially if there are young children or animals around. For many homeowners, their pool area is often the "jewel in the crown" of their outdoor living space, and they want the entire area to look great with a cohesive aesthetic design – and that includes the fencing.

Ronny Richker with Great Fence, a leading fence and supply company based in Houston, Texas, says taking the time to work with customers to carefully plan their pool fencing, considering their budget, style preferences and use of the outdoor area is critical. "While the fence is necessary for security, that doesn't mean it has to serve a functional purpose only. The right fence choice should also enhance the overall design of the homeowner's outdoor living space."

He provides some recommendations for key considerations to ensure your pool fencing project exceeds expectations:

CHOOSE ALUMINUM FOR BEAUTY AND LONGEVITY

Fences around swimming pools need to be able to withstand moisture well. Aluminum is a perfect choice of material for this reason, and one that will ensure the pool fencing looks great for years to come. As a non-ferrous metal, aluminum does not respond to moisture in the same way as other ferrous metals do. It does not rust or corrode in the same way as iron or steel, making it ideal for the job. And despite its lightweight nature, aluminum is strong and durable. Tests have shown it is as strong as wrought iron and can withstand bumps, bashes, and scratches. It also requires little maintenance. Experts believe aluminum products can last for as long as five decades – maybe even longer – so an investment in aluminum fencing now will quickly pay for itself.

TO BLEND IN OR STAND OUT?

When choosing pool fencing, you need to work with customers to determine whether they want a fence that stands out of blends in. Some people may prefer to make their fencing as inconspicuous as possible, which may mean selecting the same style and color as the home's exterior or landscape so the pool fence can blend in seamlessly. For example, for a very green landscaped space, the choice of a khaki-colored aluminum fence would help it blend in, while a white aluminum pool fence may be the best choice for a bright white tiled swimming pool area.

The other alternative is to really make the pool fencing stand out. One of the great benefits of aluminum fencing is the wide range of colors, finishes and style options available. A bright white fence against a dark green landscape lawn adds an elegant pop of color to set off the pool area, for example.

A wide variety of decorative features such as arches, circles, rings, puppy pickets, finials, and scrolls, can also help you create the style of pool fencing your customer will love.

FINISH THE POOL AREA

Pool fencing can look even better when some time and consideration is given to the poolside area as a whole. If a fun party space is the goal, for example, consider adding a tiki bar and some tiki-inspired decorations. If the homeowner prefers a more natural feel, choose an assortment of planters and lush landscaping and maybe a pergola for additional enjoyment of their outdoor space.

Learn more at *greatfence.com*.

NDPA LAUNCHES WATER SAFETY CAMPAIGN

This summer, the National Drowning Prevention Alliance (NDPA) is reaching parents and caregivers with a new shareable public service video that reinforces the importance of the five layers of protection with water competency as a #first sport. Told from the perspective of five "talking" babies, the 60-second video launched May 1 on social media.

To share NDPA's #FirstSport video and help spready the word, visit @drowningalliance on Instagram. NDPA also provides free-to-download toolkits with pre-produced materials and resources; honors those actively working to protect children from drowning through its @WaterSafetyChampionship campaign; and hosts the annual Water Safety Conference which brings industry professionals, and parent advocacy groups together to listen, learn and work as an alliance to prevent drowning. To learn more, or nominate a colleague for #WaterSafety Champion, visit ndpa.org. To download NDPA's Water Safety Season Toolkit, visit ndpa.org/toolkit.

For parents and caregivers of toddlers and young children, barriers and fences provide the most reliable means of ensuring a child is safe around a backyard pool or body of water.

With close to 70% of drowning incidents involving young children occurring during non-swimming times when a little one finds their way to a pool or open water undetected, the surest form of drowning prevention is restricting access.

"As summer approaches, children are at an even higher risk of drowning as they spend more time enjoying the water," explains Adam Katchmarchi, Ph.D. chief executive officer with NDPA. "But those in the fencing industry are true heroes in the movement to reduce and one day help put an end to childhood drowning, which in the majority of cases, are accidental. By educating and working with their customers to install fencing barriers around pools, ponds, and lakes, fencing pros are not only practicing good business, but doing lifesaving work."

The NDPA works with the fencing industry and other water safety advocates to help ensure a safe and enjoyable water experience for everyone.

The Centers for Disease Control and Prevention (CDC) ranks drowning as the leading cause of death among children ages one to four. According to NDPA, too many parents and homeowners are unaware of the risks of drowning and how it can occur, which is why it's important to dispel some common drowning myths, the most common among them is that "it can't happen to me."

"As long as there is a water source accessible to a child, whether it is a pool, lake, beach, or bathtub, the risk of drowning is ever present," Katchmarchi explains. "And while barriers and alarms, including the installation of proper fencing, significantly limit a child's access to a pool and other water bodies, the best way to prevent a tragedy is by implementing the five layers of protection."

In addition to barriers and alarms, these include constant, close, and capable adult supervision; water competency; life jackets when around open water; and emergency preparedness, specifically learning CPR with rescue breaths and always having ready-access to a phone to call 911.

Making water safety a priority during the summer season is crucial for families to protect their loved ones and prevent a tragedy. Fencing professionals play an important role in sharing life-saving information and guidance with customers on the use of barriers and alarms to help ensure children enjoy the water safely this season.

Jerith Premier
ALUMINUM

¾" Picket | Residential or Lite Commercial

NOW AVAILABLE IN 8' SECTIONS!

Call your Jerith distributor today.

JERITH.COM
800-344-2242

Jerith
ASSA ABLOY

PET | POOL | RESIDENTIAL | COMMERCIAL | INDUSTRIAL

USING PRODUCTS TO WORK HARMONIOUSLY IN THE OUTDOOR LIVING SPACE

Pool fencing should be an element that provides safety but also increases the aesthetic appeal of this popular outdoor living space. It should be sturdy and secure while reinforcing the visual beauty.

Water splashes are inherent in a pool setting. Contractors can achieve greater customer satisfaction when they take this into account.

"Co-extruded slats are particularly ideal for pool fencing for their ease of maintenance, to avoid unwanted marks caused by splashes," explains David Deslypper, business unit director with Gardenode. "They are coated with a special protective layer that makes them less permeable and easier to clean."

For those looking for a fence that offers both light and privacy in the outdoor space, Gardenode's louvered slats are a suitable solution. These slats allow the wind and sun the pass through while providing protection from outside view, ensuring security and privacy.

"We aim to transform outdoor living spaces into elegant areas by harmonizing the fence with existing elements," explains Deslypper. "This creates a seamless integration into the surrounding landscape."

Gardenode offers a wide range of products, from intermediate, co-extruded composite slats to intermediate, openwork or louvered aluminum slats.

Headquartered in Belgium, Gardenode recently expanded into the US and Canada. To learn more about their fencing options, visit *gardenode.com*.

FAST, MORE EFFICIENT INSTALLATION!

Go with "Factory Inserted Slats!"

Patents Pending

We insert the slats in Noodle Link fencing at our factory so that when you receive your order, they are already in the wire and ready to install.

Noodle Link
2' Mesh - 75% Privacy (Approx.)

Noodle Link Plus
2' Mesh - 98% Privacy (Approx.)

Flexible round tubes (noodles) securely lock the slats in place at the top and bottom of Noodle Link fencing, providing a straight, pleasing finished appearance.

Work smarter, not harder.
Choose Noodle Link™ fencing.

eprivacylink.com

PrivacyLink® Privacy in Security

Get a FREE quote - 800.574.1076

ANTEBELLUM
Manufacturing

AAMA 2604 CERTIFIED

SPRAYING 2604 POWDER

SALTWATER SPRAY TESTING RESULTS YIELDING 12K HOURS

We adhere to AAMA 2604 & 2605 standards for our powder coating and are endorsed by TCI, our domestic powder supplier, to both apply and guarantee AAMA 2604 powder.

EXTRUSIONS

Sourcing our extrusions from domestic suppliers, we use them exclusively for all of our extrusion needs.

FAB / MANUFACTURING

Antebellum demonstrates remarkable control over its production processes by crafting each stage at our Ocala, FL factory.

FINISHING

AAMA 2605 pre-treatment, washing, and cleaning, coupled with AAMA 2604 certified powder.

TESTING

Internal testing is performed daily, in addition, all of our AAMA Certification testing is verified by TCI, off-site. Antebellum does not perform its own AAMA certification testing.

ITS SIMPLE

Spraying 2604 powder and being certified to spray based on testing results are not the same. Procuring and spraying 2604 powder does not ensure compliance with AAMA standards.

Using a non-2604 powder, like standard superdurable powder, in a process claiming AAMA 2604 standards will not meet the certification requirements. Both the process, testing results, and using 2604 powder are needed to meet AAMA 2604 specifications.

At Antebellum Manufacturing, we take pride in delivering top-tier products that stand the test of time. Our commitment to excellence is exemplified through our powder coatings, which have undergone rigorous testing and proudly bear the seal of approval for AAMA 2604 standards.

Our powder coatings meet and exceed the strict durability standards set by AAMA 2604 and 2605. We perform advanced testing on a variety of factors, such as corrosion resistance, gloss retention and pigment fading to ensure your aluminum fencing and railings maintain a pristine appearance.

To help ensure this, our industry-leading finishes are powered by TCI Powder Coatings to withstand challenging conditions brought on by the outdoors. AAMA 2604 certification underscores the resilience of our coatings against harsh weather conditions. Our certification extends to AAMA 2605 standards when spraying 2605 Powder.

Whether it's the scorching Sun or torrential rainfall, our products endure, providing lasting beauty and protection.

☎ (352) 877-3888 AntebellumDecorativeFences.com info@antebellummfg.com

SAFE GATES
HELP SAVE LIVES
CHECK YOUR POOL GATE MONTH

CHECK YOUR POOL GATE™

Drowning is the leading cause of unintentional death in children ages one to four years, with an average of 11 fatal and 22 non-fatal drownings per day. In addition, 70% of child drownings happen during non-swim times. A child's curious nature naturally draws them to the back yard swimming pool, and the majority of children that drown most commonly gain access to the pool area through a faulty fence or gate. The National Drowning Prevention Alliance (NDPA) has developed the five layers of protection to help reduce the risk of child drowning.

The first - and most important - layer., is a barrier that limits access and an alarm to alert of any unplanned access to the pool area. Fencing provides a barrier that works 24/7, but a fence is only effective if the gate and gate hardware are in good working order – a properly functioning gate can help prevent drownings. Checking the pool gate is vital to drowning prevention, yet only 30% of pool owners check the safety of their pool gate once a year. Recognizing the need to create awareness of this problem and provide education on how to check and maintain a pool gate, D&D Technologies has brought together the NDPA and several non-profit organizations to establish the Check Your Pool Gate Month in May.

Check Your Pool Gate Month was created to remind pool owners of the vital need to ensure pool fences, gates, latches and hinges are secure and in top working order, with the aim to reduce child drownings by making it harder for them to access the pool. Every pool owner should be confident they have a safe swimming zone. For every 1 child that drowns, another 7 experience a non-fatal drowning – 40% of these children require further care. A few minutes is all it takes for pool owners to check their pool fence and gate, and this simple routine done regularly could help save the life of a child.

SAFETY CHECKLIST FOR POOL GATES

- **Gate should open outwards, away from the pool**
- **Gate latch release knob should be out of reach for children under 5. (check local codes/standards from minimum requirements)**
- **Fence should be at a minimum height to comply with your region and encompass the pool area (check local codes/standards for minimum requirements)**
- **Maximum clearance from finished ground surface is no more than 4" (100mm)**
- **Fence perimeter must have adequate distance from other climbable objects or structures**
- **Gate must be self-closing and self-latching**
- **Gate hinges are reliable, self-closing, tension-adjustable, rust free and bind free**
- **Gate latch must be adjustable for height and width**
- **Gate latch cannot be key locked in the "open" position**
- **Gate latch cannot be opened using implements or force**
- **Gate will shut and latch securely from any position, including from resting on the latching mechanism**
- **Gate complies with all relevant United States Codes/Standards and legislation for pool safety**

Fence companies have a critical role in the effort to save lives as they communicate directly with customers. A few important points to communicate to customers are the importance of checking the pool fence and gate on a regular basis to make sure all are in good working order – reminding the customer a gate that is not self-closing and self-latching provides instant and often undetected access to the pool area. Also, provide the items on the checklist to check and communicate the significance of installing the safest, most advanced latches and hinges available, considering the hardware's vital role in protecting children.

The MagnaLatch® gate latch and TruClose® gate hinge, invented by D&D Technologies, meet all international and local pool safety codes, as well as fulfill all the safety checklist's requirements. The MagnaLatch® is a reliable, adjustable and magnetically triggered self-latching safety gate latch. TruClose® are self-closing, adjustable, polymer safety gate hinges.

The MagnaLatch® ALERT is D&D's latest pool safety innovation, providing both audible and visual alarms if the gate is left open or not physically latched. Pool owners can see at a glance and hear from a distance if their pool gate is not latched properly.

Together MagnaLatch and TruClose are the world's most trusted pool safety hardware system, having been installed on gates for over 35 years and saving countless lives.

You are encouraged to support the 'Check Your Pool Gate Month' campaign by following D&D's social platforms and sharing the posts, and by announcing the start of the campaign and posting the safety checklist for pool gates on your website.

For more information on pool safety and compliance visit: *https://us.ddtech.com/pages/national-check-your-pool-gate-month-consumer*, *https://us.ddtech.com/pages/pool-safety-compliance* and *www.ndpa.org*.

For more information on the Layer of Protection visit: *https://ndpa.org/layers/*

Bluetooth® Post-Mount Keypad

No Cloud
No Fees
1,000 Users
App-Based Setup
Audit Trail
ENFORCER
SL Access

Bluetooth® Post-Mount Keypad with Proximity Reader

SK-B941-PQ
with unique hinged design

Integrated *Bluetooth*® wireless technology in an IP65 weatherproof, rugged, post-mount enclosure with unique hinged faceplate for easy access to the terminal block for localized access and setup without the risks of an internet connection. All data is secured on the device so there is no cloud to maintain, no registration, and no subscription fees. An intuitive app designed for easy, visual programming means no codes to remember and convenience and security for user and administrator.

Contact SECO-LARM for more information

☎ (800) 662-0800 (949) 261-7326 sales@seco-larm.com www.seco-larm.com 16842 Millikan Ave. Irvine, CA 92606

SECO-LARM® ENFORCER® CRIMEBUSTER® CBA® SLI®

The *Bluetooth*® word mark and logos are registered trademarks owned by Bluetooth SIG, Inc. and any use of such marks by SECO-LARM is under license.
Other trademarks and trade names are those of their respective owners.

SECO-LARM®
Manufacturer of ENFORCER®

WE'RE INTO

CHAIN LINK FENCE SYSTEMS

for all the
right reasons!

- Privacy
- Security
- Enhanced aesthetics

Safety Top Cap™
Hedge Link®
Bottom-Locking Slats
FeatherLock®
Winged Slat®
Reflective Fence Inserts
Safety Top Cap LITE®
Top Lock
LiteLink®
American Flag Kit
FinLink®
Corporate Branding
Fence Weave®
Industrial Pre-Woven
FIN2000® Pre-Woven

PDS®

FENCE PRODUCTS

PDS® Fence is the brand you've trusted and proven in the field for over 40 years.

Still providing the same great looking, durable, cost effective product you've relied on to add privacy, security and aesthetics to any chain link fence system.

- **Fourteen unique chain link enhancement products**
- **Nine standard slat colors or customized options**
- **Easy to clean with high-pressure garden hose**

With East and West Coast manufacturing facilities, to ensure the quickest service and highest quality products. PDS® Fence from Pexco. **Beware of imitations.**

Visit www.pexco.com/fence to learn more, or email us at fence.sales@pexco.com

MADE IN USA

Pexco Tacoma
Tacoma, WA
1.800.755.SLAT (7528)

Pexco Athol
Athol, MA
1.800.755.SLAT (7528)

AFA MEMBER

PEXCO

FLW

INTERNATIONAL

WHOLESALE FOREST & VINYL PRODUCTS

www.flwinternational.com 1-800-989-9003

AFA MEMBER

Lumber Professionals Supporting the Fence Industry

CAN-AM CEDAR PRODUCTS/NORTHERN WHITE CEDAR

- Boards: 1x4, 1x6 S4S, Rough & T&G
- Backer Rails: 2x3, 2x4 S4S & M&D
- Moulded Pickets & 2x2 Balusters
- Custom Panels: T&G, All Styles
  Scarfed & Dowelled Post & Rail
  Square Posts: 3x3, 4x4, 5x5, 6x6

CAN-AM
Cedar Products
Northern White Cedar

CAN-AM Forest Products
Quality Northern White Cedar

WESTERN RED CEDAR

- Boards/Pickets: 1x4, 1x6 S4S & Rough
- Backer Rails: 2x3, 2x4 S4S & Rough
- Custom Panels: T&G Lattice Top
- 2x2 Balusters: Clear & Appearance Grade
- Lattice Sheets:
  Heavy Duty, Diagonal & Square

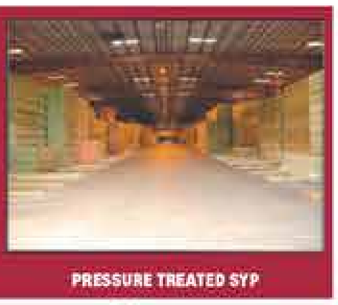
FLW INTERNATIONAL FOREST PRODUCTS

Southern White Cedar
www.southernwhitecedar.com

CAN AM NORTHERN WHITE CEDAR

PRE-ASSEMBLED SECTIONS

WRC - CLEAR 2x2s


PRESSURE TREATED SYP

PREMIUM RED DIAMOND CEDAR
PREMIUM CEDAR FENCING

RED DIAMOND PREMIUM CEDAR

- Boards/Pickets
- 1x4 & 1x6 Rough & S4S
- 4', 5', 6' & 8' Lengths
- Dog Ear & Flat Top
- Nominal & Full Width
- Backers - 2x3 & 2x4
- Highly Rot Resistant
- #1 Premium Grade – Kiln Dried
- Small Tight Knots
- Superior Stainability
- From "Well Managed Forests"
- Excellent Value

PREMIUM RED DIAMOND CEDAR
PREMIUM CEDAR FENCING

STAINED RED DIAMOND CEDAR

RED DIAMOND CEDAR

RED DIAMOND CEDAR

RED DIAMOND CEDAR

SOUTHERN WHITE CEDAR

- 1x4 S4S, Rough & T&G
- 1x6 S4S, Rough & T&G
- 2x3, 2x4 Backer Rails

PRESSURE TREATED SYP

- 4x4, 5x5, 6x6 Posts
- Gothic Top Posts
- 5" Jumbo Round Posts
- 1x4, 1x6 PET Boards & Backers
- Horse Fencing & Decking
- Guard Rail

SPLIT RAIL FENCE

- Locust, Hardwood, SYP Posts
- Hemlock, Spruce, Hardwood, Pine, PT Pine & Hardwood Rails
- Western Red Cedar Split Rail

DIRECT CONTAINER DELIVERIES

WHITE CEDAR POST & RAIL

WESTERN RED CEDAR

SPLIT RAIL FENCE

SYP – PT NEW ENGLAND ROUNDS

Supplying & Servicing the Vinyl Fence & Railing Wholesale Fabricators

Homeland Vinyl Products is recognized as the industry leader in fence extrusions with over 50 years experience. **Homeland** has five strategic plant locations in **New Jersey, Alabama, Utah, Florida** and **Tennessee** offering over 100 different top of the line profiles all backed by their **Limited Lifetime Warranty.**

Homeland Vinyl Products - ***Quality, Service and Value you can trust!***

HOMELAND
VINYL PRODUCTS, INC.

LINEAL COMPONENTS

LINEAL COMPONENTS

LINEAL COMPONENTS

WAYMARK
FENCE AND RAIL ACCESSORIES

National Distribution-VIA Truck Load & Rail Car Quantities

www.can-amcedar.com www.flwinternational.com www.homelandvinyl.com

COMMERCIAL POOL FENCING

TIPS TO HELP INSURE A SMOOTH AND SAFE INSTALL

As new housing trends continue towards community developments, fence contractors may find they are being asked to install commercial fencing around common spaces — like community pools — increasingly more. In addition to single and multi-family housing developments, commercial fencing is needed for pools at hotels and resorts, country clubs, and town or city parks. While most rules that apply to residential pool installations also apply to commercial projects, contractors should be aware of code differences so they can plan accordingly.

What is the best type of fencing for commercial pool projects? Aluminum fencing with a minimum ¾" picket is the most popular choice for commercial pool fencing. Aluminum fencing around the perimeter of a commercial pool area provides safety without closing in the view. Typically, 6' or 8' wide panels are used with heights at least 48" tall with the distance from the top of the bottom rail to the top of the next highest rail to be at least 45" as dictated by International Builders Code (IBC).

"We recommend either our Commercial or Municipal Grades for pool installations available through our Alumi-Guard® Commercial & Industrial Collection," says Taylor Coley, manager of Architectural Services at Barrette Outdoor Living. "We also offer Industrial and Security grades of aluminum fencing which feature 1" pickets for added strength and protection."

WHAT SHOULD CONTRACTORS KNOW BEFORE STARTING A COMMERCIAL POOL FENCE PROJECT?

Knowing IBC specifications and being aware of additional requirements that local municipalities have added is one of the most important things a contractor needs to know. "Municipalities have the ability to add more stringent codes onto a commercial project," says Coley. "These codes can vary greatly so it's always best to check before ordering materials."

For instance, municipalities may require contractors to:

- Order higher panels (5' and 6' high minimums are most common)
- Use panels with narrower spacing between pickets (4" is the standard air spacing between pickets, but many municipalities require even more narrow spacing)
- Install a dual entry gate system or keypad/access card locks on gates

ADA compliance also needs to be factored into any commercial fence project. This would include:

- Installing panic hardware on gates for automatic opens
- Ensuring gate width is wide enough and a clear and unobstructed path of travel is provided for individuals using a wheelchair or walker
- Installing handrails and grab bars

WHAT IS THE BEST TYPE OF GATE AND HARDWARE TO USE?

All gates used in commercial installation must meet International Code Council (ICC) specifications. At standard, pool gates must:

- Have self-closing latches and self-closing hinges
- Open out (away from the pool area)
- Ensure the opening mechanism of the latch is at least 54" above the ground
- Not use a cross brace

Some municipalities may require gates and adjoining panels to have a mesh insert. This helps ensure small hands can't reach around the picket to unlock the gate from the inside. Kick plates may also be recommended to help reinforce the bottom of the gate and protect the gate from everyday wear and tear.

ICC requires that all pool gates be equipped with a self-closing latch. Barrette Outdoor Living's patented Locking Pool Safety Latch is self-closing, key-lockable and features a super durable magnetic latch. "Our latch has surpassed more than five million cycle tests to further ensure reliable openings and closings and undergoes rigorous weather testing to ensure reliability, even in the most extreme conditions," says Jason Duffy, senior product manager with Barrette Outdoor Living.

In addition to self-closing latches, pool gates require self-closing hinges to meet ICC code. These tension-controlled hinges work in tandem with the latch to ensure gates automatically close behind when someone exits or enters the pool area.

WHY IS POWDER COAT IMPORTANT?

Contractors should be aware of the quality of the powder coat on the aluminum fence they choose to install as it can vary greatly. For pools near coastal areas that have a high exposure to salt water and high humidity, salt spray testing is essential, and 3,000 hours of testing is considered the industry standard.

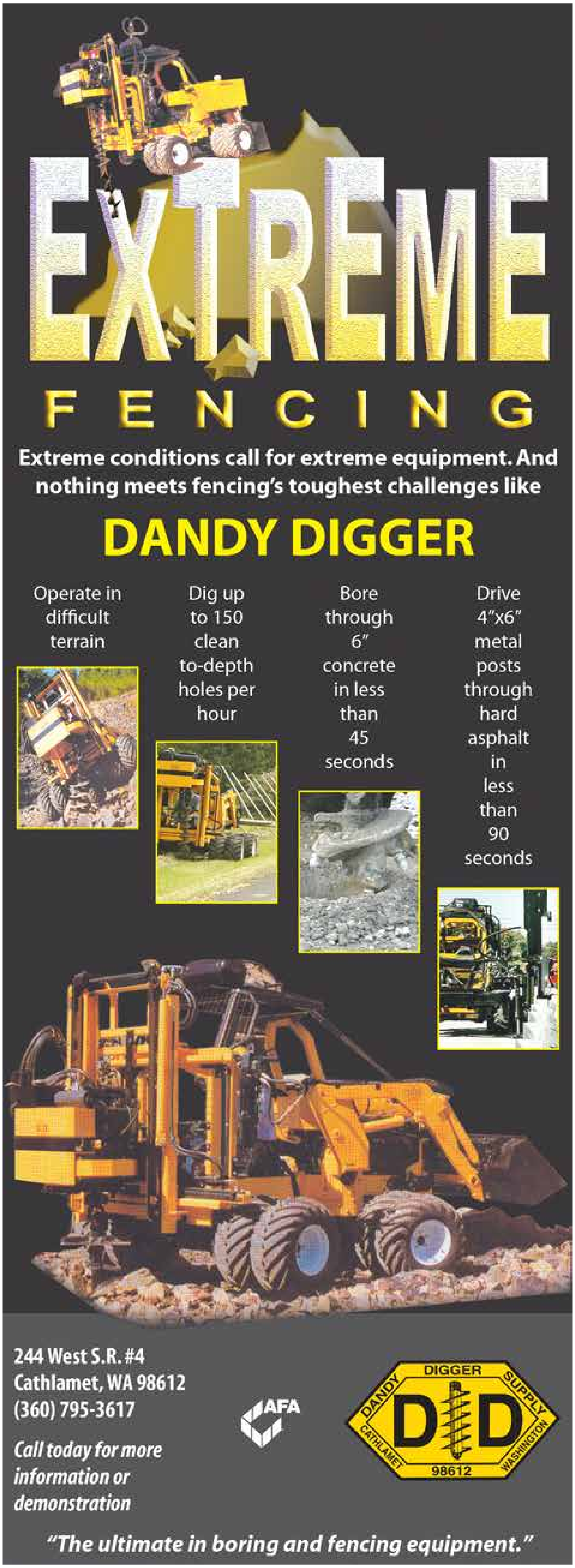
"We are proud to say our aluminum fencing products undergo 10,000 hours of salt spray testing," says Duffy. If a commercial pool uses salt water, splashes and spray from the pool can also affect the coating on a fence. A premium powder coat that meets or exceeds AAMA 2604 specifications will also provide good color and gloss retention.

ARE CUSTOM COLORS AND UNIQUE ADORNMENTS POSSIBLE?

For clients who are looking for a commercial pool fence that matches the exterior color of their resort or who want a logo placed on the main pool gate, contractors will need to find a manufacturer with experience in custom projects. Large manufacturers, like Barrette Outdoor Living, offer custom services for commercial projects — offering contractors viable solutions to unique obstacles or special requests.

"We offer seven different colors in our Alumi-Guard Commercial & Industrial Collection, and we find that's usually enough variety for most clients," says Coley. "But if someone wants a purple aluminum fence with a large dragon coming out of the gate — we can certainly make it."

For more information, visit *alumi-guard.com*.



EXTREME FENCING

Extreme conditions call for extreme equipment. And nothing meets fencing's toughest challenges like

DANDY DIGGER

Operate in difficult terrain

Dig up to 150 clean to-depth holes per hour

Bore through 6" concrete in less than 45 seconds

Drive 4"x6" metal posts through hard asphalt in less than 90 seconds

244 West S.R. #4
Cathlamet, WA 98612
(360) 795-3617

Call today for more information or demonstration

AFA

DANDY DIGGER SUPPLY D D CATHLAMET 98612 WASHINGTON

"The ultimate in boring and fencing equipment."

KEEPING YOUR COMMERCIAL POOL GATE SECURE

Summer will soon be here, which means swimming pool season is beginning across most of the country.

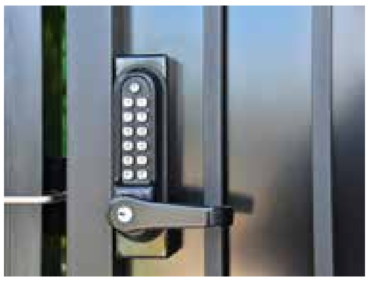
That makes it a good time to review pool gate compliance codes, which are designed to enhance the security of a pool fence.

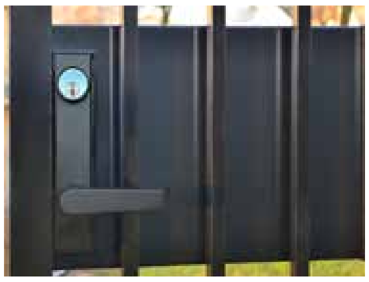
"There's no doubt that pool fences save lives, and having the right gate hardware is a big part of the safety features that make these fences secure," says Jen Klassen, co-owner of DAC Industries, a Michigan-based manufacturer and supplier to the fence industry.

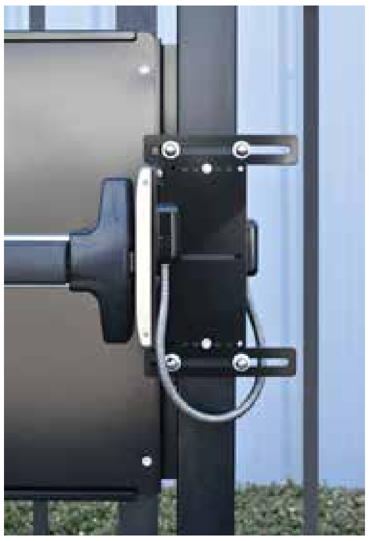
She stresses the importance of installing products that meet or exceed code requirements. "Building codes are designed as a mechanism for safety and protection. This is especially true when it comes to commercial pools with their higher volume of entry and exit, and the seriousness of deterring access for unaccompanied children."

Over the years there have been some confusing exceptions between IBC (International Building Code) and ISPSC (International Swimming Pool and Spa Code) regarding the mounting heights for exit hardware on doors and gates serving swimming pools. ISPSC made changes to its code three years ago, addressing the requirement of self-closing and self-latching doors and gates on pools. On self-locking gates at public pools/spas, the latch release was clarified to state that operable hardware must be mounted between 34 and 48 inches above the finished floor. Keeping in mind that most public pools have a pool deck that accommodates over 50 people, and panic hardware is generally required, a self-closing, self-latching, and self-locking gate would require both entry and exit hardware to be mounted at the same height.

While there are many exit devices and access control products available, options for gate hardware are significantly narrowed when dealing with components that are exposed to harsh outdoor environments, heavy use and abuse. "In addition to needing products that can hold up in exterior applications, our industry has the additional challenges of various materials and sizes that can create installation and fabrication issues," explains Klassen. "It is often difficult for a door specification to translate to a gate. We've taken frequently specified door products and developed accessories to easily install them on gates."







While some applications require a simple keyed entry, we have seen a trend toward keyless and electronically controlled access. "Our product line has grown over the years to fit our customers', and their clients' needs," says Klassen. The following products allow for installation of both entry and exit hardware at the same height, can be mounted on new or existing gates, and are also compatible with DAC accessories to allow easy installation:

MECHANICAL COMBINATION LOCK (DAC 6450) – Combination lock provides the option of keyless or keyed entry. No batteries or electronics, on-gate code change, and slip-clutch lever provide a low maintenance solution.

- Free exit with panic bar
- Entry by combination or key

ELECTRIFIED CONTROL TRIM (DAC 6200) – The 6200 Electrified Control Trim is an effective way of interfacing electric release with mechanical locking. The trim can be key activated or electrically released by any access control system or remote release.

- Free exit with panic bar
- Access control releases lever and allows for entry
- Key override option

ELECTRIC STRIKE WITH DAC ADJUSTABLE MOUNT (DAC 11190) – Stylish, windstorm-rated, surface-mounted solution with superior strength and durability, paired with DAC adjustable mount for easy installation on a gate.

- Free exit with panic bar
- Access control releases strike and allows for entry
- Key override can be added, if desired

When it comes down to designing a commercial pool fence, Klassen says the most critical step is to check your local building code to make sure everything is in compliance. "The need for increased, infallible security is at the forefront of the fencing industry, and this is even more critical for pool gates where effective hardware could be a matter of life or death."

For more information, visit *dacindustries.com*.

FENCE EMPIRE

Fence Empire LLC

- Ornamental Steel Fence Panels
- Easy Installation with Brackets
- Durable Powder Coated Treatment
- Rackable for Slopping Terrain *
- Professional and Safe Packing

* Assembled panels supported.

www.fenceempire.com
Email: info@fenceempire.com
Tel:628-628-5888

FENCE EMPIRE

Fence Empire LLC
Professional Japanese
Cedar(Sugi) Fence Supplier

Serving for Distributors and
Lumber Stores

Planted in Japan, Milled in
our Family-owned Mill

Picket, Rail, Post, Decking, S4S,
S1S2E, Shiplap,T&G, Wall Plank

www.fenceempire.com
Email: info@fenceempire.com
Tel: 628-628-5888

BEYOND THE FENCE:

Stocking Strategies for Growing Profit Margins

Against the backdrop of today's fickle economic landscape, one thing holds true: Americans are continuing to spend their time and hard-earned money hiring professionals to build purposeful, beautiful and sustainable outdoor spaces. Underscoring this trend, the latest U.S. Houzz & Home Study reported that 53 percent of homeowners prioritized outdoor upgrades last year. This enthusiasm for outdoor home improvement projects is expected to hold steady, especially as Millennials and Gen Xers establish longer tenures in their homes due to high mortgage rates.

According to Jeff Schulz, senior vice president of sales and marketing at Fortress Building Products, to capitalize on the continued boom in outdoor home improvement spending, it's important for companies to consider stocking strategies that provide depth of inventory. "This means looking beyond the fence and stocking outdoor building products for the entire backyard equation. Products made from wood-alternative materials, like steel framing and steel pergolas, have gained big play over the last several years, as sought-after value propositions like performance and aesthetics have surpassed loyalty to lumber. By introducing such options, you can help your customers revive underappreciated backyard living spaces while maximizing your own profit margins."

Schulz offers some additional key considerations recommended by Fortress:

MEET CUSTOMER DEMAND WITH OUTDOOR BUILDING PRODUCTS THAT LEVERAGE THE PROVEN PERFORMANCE OF STEEL.

Steel framing and pergola systems pair a modern aesthetic with premium weatherability and low maintenance qualities. Leveraging the proven performance of steel, framing and pergola components can sidestep common issues that plague wood products in outdoor applications, including deterioration after long-term exposure to moisture and warping as a result of extreme changes in temperature.

Steel's ability to resist the damaging effects of weathering means that framing and pergola systems can stand strong year after year, even after year-round exposure to the elements. What's more, their premium weatherability directly relates to their low maintenance appeal. Further preserving the structural integrity of these steel systems and their overall appearance, select manufacturers will use a powder coated finish to provide enhanced corrosion resistance and UV protection.

Further making the case for steel; it's also a noncombustible building material, which means that it can help contractors complete fire-safe projects in regions that are prone to wildfires or densely populated urban areas where fires can spread rapidly. A fire-hardened option, steel framing and pergolas can help prevent a ground fire from spreading quickly, reducing the vulnerability of a home and any surrounding structures.

CAPITALIZE ON THE CONTINUED BOOM IN OUTDOOR HOME RENOVATION SPENDING AND GROW PROFIT MARGINS.

We're confident that assessing inventory positions and introducing products with shared value propositions holds the key to a profitable year for all. We can't stress this enough—don't let customers walk away and spend their money at the lot down the street, especially in today's competitive marketplace.

Saugus, Massachusetts-based Northeastern Fence and Marietta, Georgia-based Circle A Fences are two such fencing suppliers that are diversifying their inventory to meet this moment. The two suppliers now offer a line-up of wood-alternative outdoor building products, including steel deck framing and steel pergolas, to provide their customers with missing pieces of the backyard package. It may be time to consider following their lead (and others like them) and stocking options that provide depth of inventory and hold the potential to drive more sales.

Learn more at *fortressbp.com*.

allomatic.net

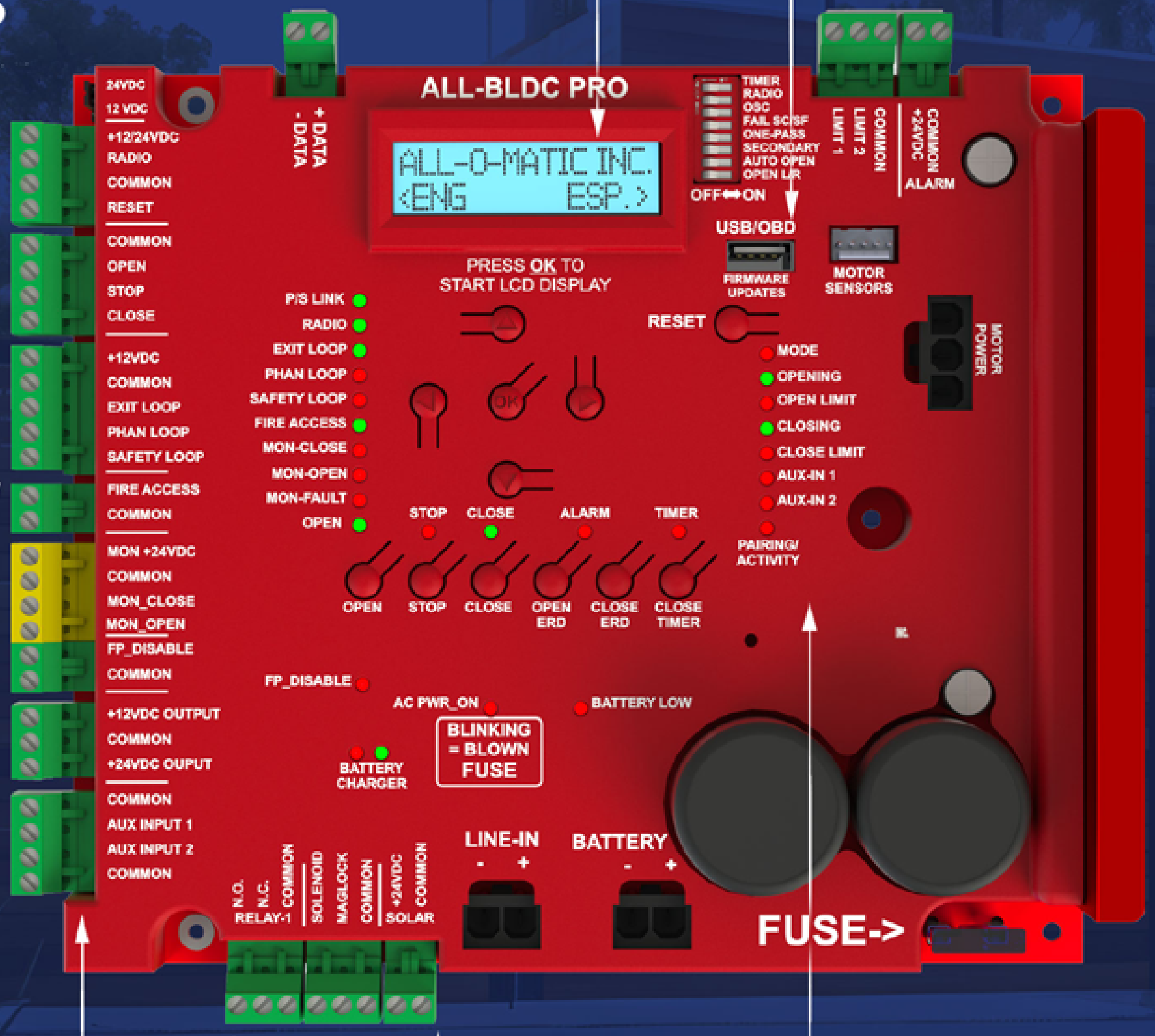
ALL-O-MATIC

THE STANDARD BY WHICH ALL GATE OPERATORS ARE MEASURED

+ LCD DISPLAY
+ 7-DAY TIMER

+ ON-BOARD DIAGNOSTICS AND FIRMWARE UPDATE

+ FIRE ACCESS



ALL-BLDC PRO
ALL-O-MATIC INC.
<ENG ESP.>
+ DATA
- DATA
TIMER
RADIO
OSC
FAIL SC/SF
ONE-PASS
SECONDARY
AUTO OPEN
OPEN L/R
OFF⟷ON
LIMIT 1
LIMIT 2
COMMON
+24VDC
COMMON
ALARM
USB/OBD
FIRMWARE UPDATES
MOTOR SENSORS
MOTOR POWER
PRESS OK TO START LCD DISPLAY
RESET
24VDC
12 VDC
+12/24VDC
RADIO
COMMON
RESET
COMMON
OPEN
STOP
CLOSE
+12VDC
COMMON
EXIT LOOP
PHAN LOOP
SAFETY LOOP
FIRE ACCESS
COMMON
MON +24VDC
COMMON
MON_CLOSE
MON_OPEN
FP_DISABLE
COMMON
+12VDC OUTPUT
COMMON
+24VDC OUPUT
COMMON
AUX INPUT 1
AUX INPUT 2
COMMON
P/S LINK
RADIO
EXIT LOOP
PHAN LOOP
SAFETY LOOP
FIRE ACCESS
MON-CLOSE
MON-OPEN
MON-FAULT
OPEN
MODE
OPENING
OPEN LIMIT
CLOSING
CLOSE LIMIT
AUX-IN 1
AUX-IN 2
STOP
CLOSE
ALARM
TIMER
PAIRING/ ACTIVITY
OPEN
STOP
CLOSE
OPEN ERD
CLOSE ERD
CLOSE TIMER
FP_DISABLE
AC PWR_ON
BATTERY LOW
BLINKING = BLOWN FUSE
BATTERY CHARGER
N.O.
N.C.
COMMON
RELAY-1
SOLENOID
MAGLOCK
COMMON
+24VDC
COMMON
SOLAR
LINE-IN
- +
BATTERY
- +
FUSE->

+ WIRELESS PRIMARY/ SECONDARY

+ AUIXILIARY INPUTS

+ SOLAR READY

+ AUIXILIARY RELAY

Introducing our latest innovative board:

ALL-BLDC PRO

- LCD display with on board diagnostics
- Intuitive LCD 5 button keypad
- USB port for firmware updates and diagnostics
- Wireless PRIMARY/SECONDARY connectivity
- Wired PRIMARY/SECONDARY connectivity
- Auto Close Timer
- Stand Alone 3-botton Station
- Stand alone Fire Access Input
- Solenoid/Mag Lock relay

The new ALL-BLDC PRO control board uniquely integrates control, drive, and charge in a single unit, unlike others that separate these functions.

ALL-BLDC PRO

CONTROL BOARD

YOUR ULTIMATE GATE CONTROLLER

ALL-O-MATIC

The widest selection of **AC & DC Gate Operators** for all your residential and commercial installations.

SLIDERS | SWINGERS | OVERHEADS

818-787-1988 allomatic.net

Vista Railings Expands Distribution Network with Carolina Atlantic

Vista Railing Systems, Inc., a market leader in exterior railing products, is expanding its distribution network with the addition of Carolina Atlantic in Greenville, South Carolina. This is the second market that Vista Railing Systems and Carolina Atlantic have teamed up in, previously in Calhoun, Georgia.

"We are excited to expand our distribution network with Carolina Atlantic into their Greenville, South Carolina location. This addition makes our products available in the South Carolina, Eastern Tennessee, Western Alabama, and Northern Georgia markets on a day-to-day basis," says Kalvin Eden, national sales manager with Vista Railing Systems. "The service they (Carolina Atlantic) have provided in the Northern Georgia market with Vista made this an easy decision to expand with them into their Greenville location where they already have a presence in the railing market. They have been providing excellent service and support for several years and the addition of the Vista Railing line will allow them to expand and grow with their current customers and extend their reach to new opportunities by offering our full line of premium quality aluminum, glass, and cable railing products."

Bill Griffith, regional vice president and partner at Carolina Atlantic says, "Our team draws from decades of experience to provide best-in-class service to all the markets exterior envelopes need including deck railing. We pride ourselves on being knowledgeable and reliable, and we measure success with long-term partnerships that create a win for both involved. Carolina Atlantic has several long-term partnerships with our suppliers and customers because we have a vested interest in providing the supplies needed to help their business grow. We believe Vista Railing Systems' people and products operate with a similar approach and is an appropriate partnership to further our mission. We are excited to expand our distribution of Vista Railing Systems, an organization with the same customer-first philosophy and extensive experience to offer the market."

Vista Railings was formed in 1974 and is one of the most innovative and fastest-growing aluminum railing manufacturers in the industry. They service markets coast to coast in Canada and the US. They design, engineer, test and manufacture premium quality railings in aluminum, glass, and cable with an emphasis on style and simplicity.

For more information, visit *vistarailings.com*.

PETE & JAKE
OF COURSE I CAN'T PAY IT BACK. I WAS BROKE WHEN I BORROWED IT!
BOSS

TRIDENT FENCE
Experts in Professional Fencing Solutions
WHOLESALE PRICING AVAILABLE
We Specialize In
✓Poly ✓Steel Hex ✓Welded Wire ✓Fixed Knot
✓Posts & Gates ✓Post Drivers ✓Accessories ✓All-Inclusive Kits
SCAN ME!
Questions? Call 866-290-0244 or email sales@tridentcorp.com
tridentfence.com/fencenews 144 Cleveland Avenue Waynesboro, PA 17268

Zekelman
Wheatland Tube
Buy/Ship
CARTS
OPEN PURCHASES
SHIPPING PLAN

OPTIMIZING INVENTORY

Make inventory management a breeze with our exclusive services

- AIM leverages today's technologies to support your needs with the highest level of efficiency while staying flexible and keeping you in control.
- When you buy from any Zekelman company, you can use your EDI system to communicate with ours for faster, more accurate and free convenience.
- Modern builders need a modern way to buy and track products. Our proprietary Z-Commerce platform makes all aspects of purchasing easy.

Reach out to your sales rep to learn more.

wheatland.com

Zekelman
BELIEVE IN WHAT YOU BUILD™ | Wheatland Tube

TREX Honored with Two Sustainability Rankings

Trex Company, the world's largest manufacturer of wood-alternative composite decking and railing, and a leader in high-performance, low-maintenance outdoor living products, is proud to announce its inclusion in *Barron's prestigious list of the 100 Most Sustainable Companies for 2024*, and as a winner in Good Housekeeping's 2024 Sustainable Innovation Awards for its innovative Trex Transcend® Lineage™ decking. its debut appearance, Trex came in at #68 and is the only decking brand to be included on this year's list.

Barron's, a leading financial publication, annually identifies and honors companies that demonstrate outstanding leadership in environmental, social and governance (ESG) practices. For its seventh ranking, *Barron's* tapped Calvert Research and Management to score the 1,000 largest publicly traded companies across 230 environmental, social and governance performance indicators, ranging from workplace diversity to greenhouse-gas emissions. Trex's commitment to sustainability, innovation and corporate responsibility stood out, securing the company a coveted spot on the esteemed list.

"At Trex, sustainability is at the core of everything we do. This recognition from *Barron's* is a testament to our ongoing dedication to environmental responsibility, ethical business practices and creating positive impacts in the communities where we operate," said Leslie Adkins, group vice president of marketing and ESG development for Trex Company. "We are pleased to have these efforts recognized and to be named among so many other companies that share our commitment to conducting business in a sustainable manner. We've certainly punched above our weight class on this list of impressive names."

For the fifth year in a row, *Good Housekeeping* reviewed hundreds of entries to find good brands doing good things. "We are extremely honored to receive this recognition from *Good Housekeeping* because it highlights our ongoing commitment to providing homeowners with high-quality, eco-friendly outdoor living products that not only enhance their outdoor living experience but also contribute to a more sustainable future," said Leslie Adkins, group vice president of marketing and ESG development for Trex Company.

Made from 95% recycled and reclaimed materials, Trex Transcend Lineage represents the brand's coolest decking yet – literally. Engineered with heat-mitigating technology in the shell, Lineage boards reflect the sun to keep the surface cooler*. This premium composite decking also features an elevated aesthetic with subtle hues and elegant graining that delivers an unmatched natural appearance.

Enhancing its appeal to eco-minded consumers, Trex Transcend Lineage offers the look and feel of real wood, but without the environmental impact of deforestation. Boards are comprised of upcycled polyethylene plastic film and industrial wood scrap, making Lineage an environmentally friendly choice that feels as good as it looks.

Like all Trex decking, Lineage boards are engineered with a proprietary, high-traffic formulation and ultra-durable integrated shell that resists stains, scratches and mold. They won't rot, warp, crack or splinter like wood – and upkeep is hassle-free. No sanding, staining or painting is ever needed, and spills wash off easily with just soap and water. For added peace of mind, Lineage decking is backed by a 50-year limited warranty.

To learn more about Trex Company and its commitment to sustainability or to download the company's latest ESG Report, visit *Trex.com*.

ENTRYPRO by PROACCESS

ON GUARD...
Secure it with confidence!

Pro Access Systems has a proven performance record as a leading single-source supplier of integrated access control solutions for industrial, commercial and residential applications. Maximize your customers' security and convenience with our comprehensive line of access control and security products.

Magnetic
LOCKS
PA-MAG Series
Available in two popular styles - for indoor and outdoor use

Multi-Format Proximity
CARD READERS
PA-PROX-MF Series
Compatible with several of the industry's most popular proximity card formats

No-Touch
EXIT SENSORS
PA-NO-TOUCH Series
Proven, reliable, convenient egress
Flexible mounting options

7-Day Programmable
TIMER
PA-TIMER Series
Up to 16 unique, programmable ON/OFF time segments.

All units come with the Entry Pro 5-Year replacement warranty.

IT'S UNDER CONTROL.

www.G8Pro.com

No Touch
EXIT
PROACCESS

United Rentals Announces Next-Generation Access Management Solution

Solution Improves Safety, Security and Productivity

United Rentals, Inc., the world's largest equipment rental company, has released a next-generation access management solution that seamlessly manages jobsite and equipment access through RFID badges. This single-badge, multi-use solution can increase jobsite visibility and control for safer, more efficient operations.

Next-generation access management is compatible with a variety of third-party workforce management solutions that register workers and issue RFID badges for site entry. Once connected, workers are authenticated for entry at jobsite turnstiles and vehicle access control points. United Rentals has next-generation access management solutions available for rent as part of our one-stop site mobilization solution that includes fencing, restrooms, offices, and temporary power. The same RFID badge can be used for equipment access management, where access control keypads are installed, creating a seamless end-to-end access management solution. This new solution augments United Rentals' PIN code-based equipment access solutions, which are already available on thousands of rental units.

"Our Next-Generation Access Management Solution connects workers and equipment to help our customers work more safely, productively, and sustainably," says Tony Leopold, senior vice president of strategy & digital with the company. "We are differentiating our offerings by connecting and managing data from the world's largest fleet of over 360K telematics-enabled pieces of equipment."

United Rentals' cloud-based worksite management platform, Total Control®, connects jobsite access with equipment access management through user profile data. Administrators can upload user information from workforce management systems and grant access to specific pieces of equipment or equipment category classes. Users can also view real-time and historical insights into equipment usage.

"Access management has become a key component of jobsite safety and productivity, especially as we see projects and teams growing larger and more complex," says Mike Durand, United Rentals' executive vice president and chief operating officer. "We're committed to helping our customers Work United™ through innovative solutions like Access Management."

Access Management is part of United Rentals' suite of Worksite Performance solutions that help customers increase safety, productivity and sustainability.

Learn more at *unitedrentals.com*.

Southwestern Wire, Inc.
MADE IN U.S.A. SINCE 1992

American Made
American Steel

Southwestern Wire manufactures products with 100% USA recycled steel and tracks materials throughout the manufacturing process from scrap to finished product.

Featured Products:
Galvanized Wire Strand • Vinyl Coated Wire Strand • GBW and GAW Chain Link Fabric • Extruded Fabric • Extruded Bonded Fabric Fuse Bonded Fabric • Mini Mesh Gates • Temp Panels • Preslatted Fabric • Tension Bars • Truss Rods • Tension Wire

1.800.348.WIRE
SWWIRE.COM

AFA
AWPA

IGNITE
ATTACHMENTS

Ignite Attachments announces business expansion and new lines

Adds two construction and demolition-focused attachments

Ignite Attachments, a breakthrough manufacturer of compact equipment attachments, adds to its growing lineup of direct-to-you products with two new concrete-focused attachments. The e-commerce attachment manufacturer has launched a line of breaker attachments and a concrete chute bucket. These specialized concrete and demolition attachments push Ignite's product catalog to more than 100 dependable, cost-efficient attachment options. The company also announced a multiphase expansion into even more product families in 2024.

"The construction and demolition industry continues to evolve rapidly with available technologies," says Trisha Pearson, business director for Ignite Attachments. "We launched Ignite Attachments in 2022 to meet innovative compact equipment owners and operators where they were—online. We continue to evolve in order to deliver the right product, at the right price, directly to customers. Whether it's a compact loader attachment, compact tractor implements, or the wear parts you need to get the job done, you'll be able to find everything in one convenient place."

BUSINESS EXPANSION

Headlining the company's announcement is a multiphase business expansion that will add fluids, lubricants and ground-engaging wear parts to their product portfolio in 2024.

New lines, including hydraulic fluids, grease, cutting edges, teeth and more, will be available through the company's website as well as through its reseller network for economy-minded consumers. Like Ignite's attachment line, the new products will deliver quality and dependability with the convenience of an online shopping experience.

"With the right partner, almost all downtime is avoidable," Pearson says. "We recognized a need for quality consumables and wear parts on-demand and on time. We are excited to expand our business to meet the needs of a fast-paced industry."

NEW C&D ATTACHMENTS

Ignite continues to grow its attachment lineup as well. The company's new line of breakers are designed for long life and minimal maintenance. The three-model series features a straightforward design that reduces downtime and operational costs. With a dual mounting option and a powerful strike, Ignite breakers can be used with mini track loaders and skid steer loader adaptors to maximize fleet flexibility for demanding demolition jobs.

The company has also introduced a new concrete chute bucket during the show. The new bucket features a removable spout, for better maneuverability in tight spaces. It also employs laser-cut steel and robot welding to provide the company's Ignite Edge, a commitment to precision, dependability and long service life. The new concrete chute bucket is available in one size and has a capacity of up to ¾-yard.

THE IGNITE EDGE

Ignite Attachments offers quality designed and manufactured tools that are easy to purchase, attach and use. In today's fast-paced, connected economy, Ignite offers a reliable, cost-effective solution for compact equipment operators of any brand. Online ordering and direct shipping allow customers to shop confidently and on their schedule. Ignite backs every attachment with a comprehensive warranty and excellent customer support, ensuring customers can rely on their tools for years to come.

Learn more at *igniteattachments.com*.

INTRODUCING VICTORY™

RES | COM | IND U-Channel Steel Fencing

Secure • Timeless • Rackable

Full Container Orders Available

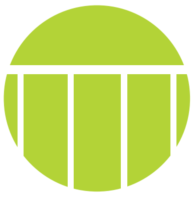
Exciting Opportunity for Distributors/Resellers in North America!

Available by the pallet load in:

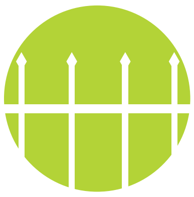
- California
- Northern Nevada

AVAILABLE IN 2R, 3R AND 4R

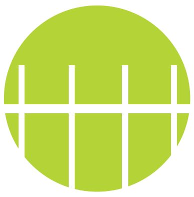
PANEL STYLE



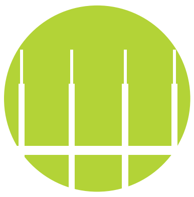
FLAT TOP



PIN SPEAR

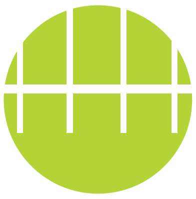


MODERN TOP

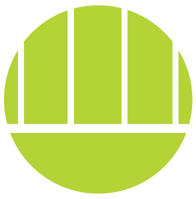


CURVE TOP

BOTTOM OPTION



EXTENDED PICKET RAIL



FLUSH BOTTOM RAIL

Scan to learn more

WWW.VANTAGEFENCE.COM | 888 - 291 - 4730

IN A RACE OF MANY, CHOOSE VICTORY!

New Castle Steel Partners with K+R Building Materials

New Castle Steel, Inc. is excited to announce its collaboration with K+R Building Materials to provide professional lumber dealers and builders across the US with high-quality New Castle Steel framing products. With K+R's extensive distribution network, New Castle Steel framing will now be available in more locations across the United States, making it more accessible to a broader audience.

"New Castle Steel is a leading provider of steel framing solutions, and we're rapidly expanding our manufacturing and service capabilities. By forming a relationship with K+R Building Materials, we're not just bringing our product line to more builders across the U.S. but also our commitment to quality and innovation. New Castle Steel and K+R Building Materials share a common goal: to provide exceptional service and build remarkable customer relationships. This shared commitment to excellence makes our partnership so solid and promising," says Jason Alloway, founder and president of New Castle Steel, Inc.

Tim Hallama, vice president of sales and operations for K+R Building Materials, says, "New Castle Steel is the next generation of deck framing that allows us to offer our discerning customers an opportunity to introduce a superior, long-lasting sub-structure. K+R continues to provide innovative solutions and best-in-class products for outdoor living spaces. With the addition of New Castle Steel, we will have an amazing and thorough line-up of products to accommodate the entire deck package."

Adding K+R extends New Castle Steel's customer service and educational opportunities. Like New Castle Steel, K+R pledges to offer contractor training, take-offs, and field support to get the job done. K+R has products on hand and ready to deliver nationwide to service the 2024 deck-building season and beyond.

To learn more, visit *newcastlesteel.com*.

Keim and Saroyan Hardwoods Join the Ranks of Accoya Distributors

Accsys, a fast-growing company that enhances the natural properties of wood to create high-performance, sustainable building products, announced the addition of two U.S. distribution partners: Keim and Saroyan Hardwoods. The company is enlarging its geographic footprint in preparation for the expected summer launch of the Accoya production facility in Kingsport.

Keim, based in Charm, Ohio, and founded in 1911. With 600 employees, Keim is a fourth-generation family business providing home, building, and woodworking supplies to professionals. The company has extensive wood remanufacturing facilities and an extensive inventory of domestic and imported lumber to supply its customer base across Ohio, Pennsylvania, Kentucky, and West Virginia.

Saroyan Hardwoods, based in California, was founded in 1947 on three principles—quality, integrity, and personal service. Saroyan now has over 25,000 clients, 200 employees, and three service facilities across California. In addition, Saroyan has extensive milling and manufacturing capabilities out of its two production plants located in Huntington Park, California, and Glasgow, Kentucky. This fourth-generation family business prides itself on manufacturing products to the highest industry standards while fulfilling the toughest material requests.

Learn more at *accoya.com*.

Simpson Strong-Tie Promotes Annie Kao to Vice President of Strategic Partnerships and Engagement

Simpson Strong-Tie, a leader in engineered structural connectors and building solutions, has promoted Annie Kao to a newly created position of vice president of strategic partnerships and engagement. Kao has been a member of the Simpson Strong-Tie team for 18 years, most recently serving as vice president of engineering.

In her new role, Kao will spearhead the company's national industry outreach and engagement initiatives; identify and pursue strategic partnerships inside and outside the industry; and engage with trade groups, educational institutions and industry entry programs to help bring new talent to the construction industry. She also will serve as the company's primary spokesperson and champion the brand, unique service model and product solutions through strategic advocacy initiatives and thought leadership nurturing.

"This new role is a critical step toward achieving our long-term objectives to continue to foster strong connections within the industry, enhance recognition of our brand and products, and address the labor shortage," Kao says. "I'm excited to leverage my experience at Simpson Strong-Tie and my passion for the industry to help open up new avenues for engagement and explore collaboration opportunities while helping to develop the next generation of industry innovators."

Kao has a Bachelor of Science in Engineering from Harvey Mudd College and a Master of Science in Structural Engineering from University of California, Berkeley. Kao's commitment to leadership and industry development permeates her career as an engineer. She became the company's second female Vice President of Engineering in 2019, and in October hosted a panel on women in construction leadership for the Strong Conversations podcast.

"With an exceptional background in engineering and industry outreach, Annie brings a wealth of experience that will undoubtedly elevate our company's brand and product visibility while cultivating and reinforcing industry relationships, strategic partnerships and an expanded talent pool," says Mike Olosky, Simpson Strong-Tie president and CEO. "We are confident that with Annie's expertise, strong interpersonal skills and proven leadership, we will not only strengthen our external partnerships but also foster internal growth and engagement."

Perimeter Solutions Group Announces Georgia Acquisitions and New Location

Perimeter Solution Group recently announced the acquisition of C&C Fence and Lady Fencer, located in McDonough, Georgia.

C&C Fence, a commercial fencing, temporary barrier, and access control services provider has a a track record of over 40 years as the leading provider of commercial and industrial fencing, temporary barriers, and access control services in the greater Atlanta market. Additionally, through its Lady Fencer division, it is a reseller of materials to the local contractor community. Linda and David Clark will continue to operate the C&C Fence company, while Jennifer Moore will also be leading the Lady Fencer Division.

Perimeter Solutions Group (PSG) was established by Sam Rosati and Chris Kliefoth as a platform to provide integrated fence, gate, access automation, and temporary barrier services to the non-residential industry end market. Its initial acquisition of West Florida Fence in September of 2021 established the platform as a top industry provider. In October of 2022, PSG acquired Sterling Fence of Lake Helen, Florida. Wes Tolbert, West Florida Fence's president, is the Perimeter Solutions Group's CEO.

Since its initial acquisition, PSG's reach has rapidly expanded to serve the entire 14-state Southern U.S. region for non-residential sectors including commercial, industrial, military, governmental, alternate energy, energy infrastructure, data center, highway, and other applications.

"David and I are thrilled to be able to partner with the PSG platform, ensuring our history with the fantastic employee team and loyal customer base will be continued," says Linda Clark, President of C&C Fence.

"The PSG team is honored Linda and David have chosen us to continue with the amazing legacy of outstanding customer service, community involvement, and commitment to doing the right thing," says Chris Kliefoth with PSG.

"Concurrent with the acquisition, we are announcing the opening of a new branch in Savannah, Georgia, under the management of C&C Fence to support that rapidly expanding market," adds Rosati.

Learn more at *perimetersolutionsgroup.com*.

US PREMIER TUBE MILLS

RESIDENTIAL Fence for You

MADE IN USA
Steel Adhered Zinc
High Yield / Tensile Carbon Steel
Zinc Coated Prior to Forming
Intermediate Conversion Coat
Vacuum Sealed Clear Coat
PTC Color Coat

■ ATTENTION TO DETAIL ■ DEDICATION TO QUALITY ■ PRODUCT PERFORMANCE

Attention contractors!

If you are looking for high-quality residential fence framework, look no further than US Premier Tube Mills. Our product is fabricated with a high-yield strength of 40,000 PSI and an advanced inline triple coat protection system that delivers **superior strength and unmatched corrosion resistance**.

Our residential fence framework is **available in a wide range of sizes, shapes and industry standard colors** to meet your specific needs. Our tubing products are proudly made in the USA using only the finest materials and state-of-the-art manufacturing processes.

Partner with US Premier Tube Mills and take your fence projects to the next level.

Visit our website or contact us today to learn more about our full line of residential fence framework and how we can help you meet your most challenging projects with confidence.

US Premier Tube Mills . . . Working for You, Quality for You, Available for You

US PREMIER TUBE MILLS
US Premier Tube Mills
2855 Michigan Rd. Madison, IN 47250 TEL: 812.265.7001 FAX: 812.274.0345
usptmills.com

Boldly go where no truck has gone before...

Mud Hog
Cement Hog

Cement Hog® & Mobile Mud Hog®

Deliver Cement or Sand to Every Fencepost with Ease.

visit EZGmfg.com

EZG® Manufacturing

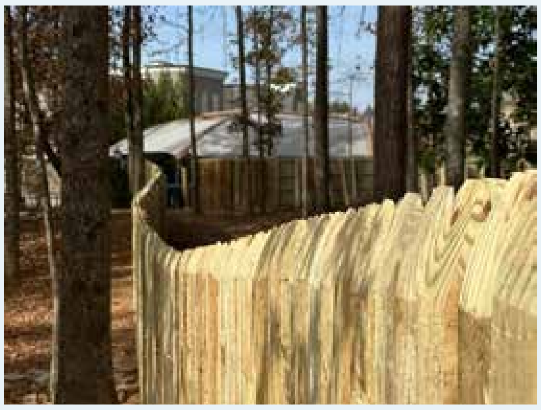
1-800-417-9272
sales@ezgmfg.com

All EZG Manufacturing products are backed by our ***two-year warranty*** on parts unless otherwise stated and are now available for order.

MADE IN THE USA

FNMAY2023-00599

Case Study: Design and Build a Unique Western Fence to Match Outdoor Fitness Center



Accent Fence, providing residential and commercial fencing in the Atlanta area, was contracted by the City of Peachtree Corners Fitness Area in 2023 to provide a unique fence to match the outdoor fitness center known as Fort Pain.

"The city council wanted a western aesthetic to go with the environment of the outdoor fitness area," explains Gary Meyer, president of Accent Fence. "The requirements were that it had to be rustic, made of wood and seven feet tall. It needed to be durable and blend in with the forest and woods surrounding the fitness area."

Meyer and his team made a sample using landscape timbers and pine framework. They chose original 7' tall Palisade-style fence on 6x6" pressure treated pine posts. The fence was double sided with the pickets made to point at the top for extra security.

It's approximately 750' long with two 6' wide service entrances, one 4' pedestrian gate and two 12-foot gates. All the gates were constructed of metal frames with D and D Badass hinges.

Construction began on November 12, 2023 and was complete on November 22, 2023.

"This was a great collaboration project with the city council and project manager for the City of Peachtree Corners, Mike Sargent," says Meyer. "We reached out to our sales rep Ty Nowell from Universal Forrest Products to custom mill the landscape timbers. They cut them down from 8' to 7', split them in half so the smooth side could be nailed to the rails and pointed all the pickets. We were prepared to do this all in-house, but UFP came to the rescue and was able to cut over 4000 pickets and deliver in only one week in two tractor trailer loads. Kenny Ritchie was our project and quality control manager. He designed and installed the header over the main gate which was made from 8x8 pressure treated lumber. Also, a big shout out to Nelson Hernandez, the installation crew foreman for getting this project done in record time."

To learn more about Accent Fence, visit *accentfence.net*.

OVER 100 YEARS IN THE FENCE INDUSTRY

SERVICE, QUALITY, AND AVAILABILITY THAT EVERY FENCE INSTALLER NEEDS

HOME TOWN VINYL
HomeTown Beauty, HomeTown Pride
100 years
securguard
by SCIW Fence Products

VINYL FENCING & RAILING • ALUMINUM FENCING
CHAIN-LINK FENCING • ACCESSORIES
Mickleton, NJ - 856-423-1107 | www.sciw.com

CELEBRATING 100 YEARS
SCIW
Fence
Products
1923-2023

Wood Defender®

FENCE & EXTERIOR STAINS

EASY TO APPLY
EASY TO CLEAN
LONG-LASTING

UNIFORM APPLICATION • SUPERIOR COLOR RETENTION • WATER RESISTANT • EXTREME CLIMATE FORMULA • MILDEW RESISTANT

MULTI-PURPOSE & FAST-CURING
DECK FORMULA
FOR HORIZONTAL SURFACES

EASY TO APPLY
EASY TO CLEAN
LONG-LASTING
CONTRACTOR'S CHOICE
Wood Defender®
200 SERIES
STAIN & SEAL
EASY APPLICATION
EXTREME CLIMATE FORMULA
2-YEAR GUARANTEE
GREAT FOR:
• Fences
• Exterior Siding
• Play Equipment
• Livestock Fencing
• Decks
• Arbors
• Log Homes
• Horse Stalls
5 GALLON (18.9 LITERS) VOC <100g/l

AFA American Fence Association

FORMULATED FOR EXTERIOR WOOD

Wood Defender® exterior stain is specifically formulated to deliver beautiful results in a single coat, with no runs, drips, or back-brushing. The application is easy and the results are long-lasting, so your wood will retain its color, remain water-resistant and mildew-resistant for years to come. **ASK FOR THE BRAND. TRUSTED SINCE 1952.**

STANDARD PAINTS, INC. | 940 S. 6TH AVE., MANSFIELD, TX 76063 | 800-658-KOTE | 817-477-5060

WOODDEFENDER.COM

SCIW
Fence
Products

THE RELIABLE SOURCE
Eastern Fence®
FOR FENCE PRODUCTS

SHORELINE
VINYL SYSTEMS

Our Mission

Deliver exceptional customer service by partnering with customers to provide outstanding value with our industry-leading fence and railing products

EASTERN
WHOLESALE FENCE
MEDFORD, NY

NEW 160,000 SQ. FT. LOCATION!

EASTERN
WHOLESALE FENCE
FORT MILL, SC

EVERSTRONG
PROFILES
SALISBURY, NC

SHORELINE
VINYL SYSTEMS
DENTON, MD

SOUTH CAMDEN
IRON WORKS
MICKLETON, NJ

Our Commitment

- New and Upgraded Locations
- Expanded Delivery Areas
- Innovative Brand Introductions
- Updated Product Certifications
- Increased Production Capabilities
- Expanded Storage Facilities
- Highly Trained and Skillful Employees
- Invested in Cutting-Edge Technology and Manufacturing Processes
- Maintained Industry-Leading Fleet with Piggyback Forklifts
- Provide Full Truckload, Job-Lot, and Counter Pick-up Delivery Options
- The Largest QuickShip and In-Stock Selection in the Industry
- Manufacturing and Distributing Huge Selection of American-Made Products

AMERICAN-MADE MATTERS!

Our Brands

ILLUSIONS VINYL FENCE
The largest selection of vinyl fence products in the industry

EVERSTRONG PROFILES
America's #1 bulk volume vinyl fence and railing profiles for fabricators

NEW! FORT MILL ORNAMENTAL
Professional grade ornamental aluminum fence products

GRAND ILLUSIONS VINYL WOODBOND
The most authentic looking woodgrain vinyl fence and railing available

GRAND ILLUSIONS COLOR SPECTRUM
Infinite choices of low gloss color vinyl fence and railing products

EASTERN ORNAMENTAL FENCE
Timeless aluminum fence designs throughout the Northeast and beyond

ILLUSIONS VINYL RAILING
Certified vinyl railing system for both residential and commercial projects

EASTERN ORNAMENTAL RAILING
Beautiful and easy to install ornamental aluminum railing system

EASTERN WOOD FENCE
Handmade artisan wood fence products for the fence professional

EASTERN CHAIN-LINK FENCE
The largest chain-link and specialty fence selection on the East Coast

SHORELINE VINYL
Shoreline's innovative brand of vinyl fence, railing, & pergola products

COASTAL ALUMINUM
Shoreline's flagship professional-grade aluminum fence & railing products

HOMETOWN VINYL
SCIW featured vinyl fence brand with unique interlocking T&G boards

SECURGUARD CHAIN-LINK
SCIW featured residential and commercial chain-link fence products

Your reliable partners for premium fence and railing products.

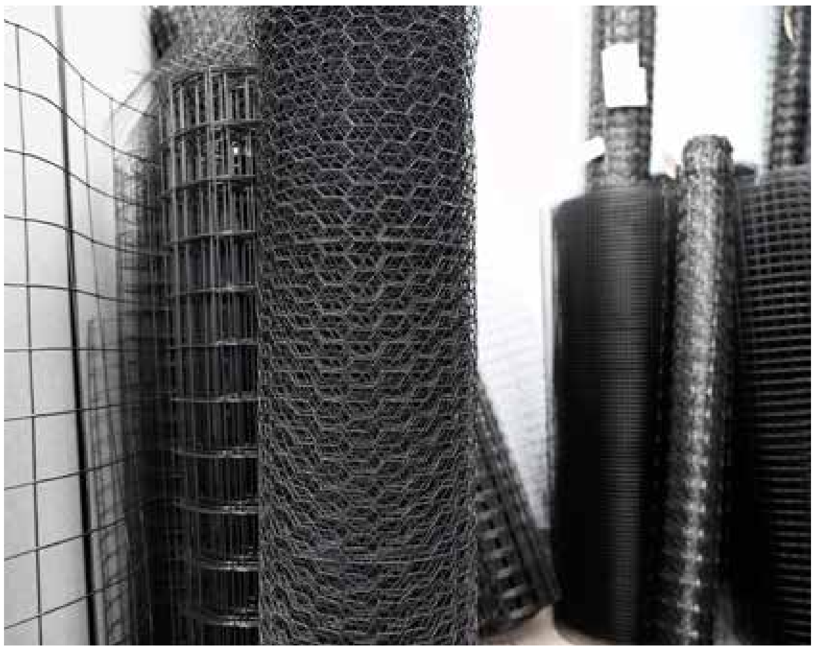
easternfence.com
easternfencefortmill.com
shorelinevinyl.com
sciw.com
everstrongprofiles.com

EASTERN FENCE

SHORELINE VINYL SYSTEMS · SCIW · EVERSTRONG PROFILES

©Eastern Wholesale Fence LLC

Wholesale Fencing: Your Key to Cost-Efficient and Quality Projects



In the world of landscaping and fencing, the adage "good fences make good neighbors" has stood the test of time for a reason. A well-crafted and aesthetically pleasing fence not only provides security, but also enhances the curb appeal and value of the property.

"For professionals in our industry, the choice of fencing supplies and materials is pivotal to the success and profitability of their projects," says George Horetsky, senior sales representative with Trident Fence. "Often, the decision to purchase fencing supplies wholesale can mean the difference between completing a job within budget and exceeding financial constraints. Building a partnership with a wholesale fencing supplier you can trust comes with many benefits."

THE WHOLESALE PARADIGM SHIFT

For fence installers, landscapers, or project managers, the mere mention of purchasing fencing supplies wholesale often sparks a conversation around cost-effectiveness, supply chain efficiency, and project management. Yet, this approach is more than just a quick way to save a few bucks; it's a proven strategy for securing high-quality materials at the best possible prices.

A DEEPER LOOK AT COST SAVINGS

It's no secret that the price tags dangling from retail fencing supplies can often cause sticker shock. However, buying wholesale can unlock bulk discounts and special packages for professionals that retail consumers simply don't have access to. "Every dollar saved on materials is a dollar that can be reinvested in other aspects of the project or become pure profit," says Horetsky.

QUALITY OVER QUANTITY, AND VARIETY, TOO

A common misconception about wholesale products is that they lack the variety and quality that retail goods offer, yet this couldn't be further from the truth. Wholesale fencing suppliers not only stock a diverse range of styles and materials but often source from manufacturers that specialist in high-caliber products. By purchasing wholesale, the end-user is assured a better quality fence, which translates into customer satisfaction and a better business reputation.

EFFICIENCY IN EVERY INCH

When projects are in full swing, the last thing anyone wants to worry about is running out of materials. Wholesale suppliers are adept at streamlining their services, ensuring that all the items needed are delivered on time, and avoiding costly project delays. This operational efficiency keeps projects on track and within the established timeline.

BUILDING LONG-LASTING PARTNERSHIPS

Purchasing fence supplies wholesale also fosters the creation of long-lasting partnerships, not just transactions. "The primary goal of a wholesale sales team is to build a strong business relationship with repeat customers," says Horetsky. "It's important to fully understand the customers' needs and work directly with them to provide the highest return on their fence material investments."

This work includes working directly with larger purchasers to provide the opportunity of more tailored pricing and discount options, as well as receiving a consistent fencing and materials supply and a wider product variety.

THE SHIPPING AND DELIVERY GAME

Efficient delivery is a hallmark of wholesale buying. Collaborating with suppliers who offer reasonable shipping rates and reliable delivery services is key to ensuring that projects remain on schedule. It is also worth investigating if the suppliers offer express or priority delivery options for last-minute projects or emergencies.

THE WHOLESALE ADVANTAGE

The concept of purchasing fencing supplies wholesale may well be the ticket to unlocking the full potential of projects for fence installers, landscapers, and other wholesale buyers. By focusing on cost savings, quality assurance, convenience, and the potential for expanding partnerships, industry professionals can leverage wholesale purchases to take their projects to the next level. "This partner approach goes beyond the initial sale, providing a lot of intangible value for professionals in the industry," says Horetsky.

For industry professionals who consider fencing a serious business, wholesale isn't just an option; it's a strategic imperative for sustainable success. The adage might just need a slight twist – good fences alone make for good neighbors, but good fences procured through wholesale make for thriving businesses.

To learn more, visit *tridentcorp.com*.

SGS SECURE GATE SYSTEMS

HIGH SECURITY INDUSTRIAL PANIC GATES

THE ORIGINAL PRE-HUNG PERSONNEL GATE WITH PATENTED RELIABILITY

JOIN OUR LONG LIST OF CUSTOMERS LIKE:

- NASA
- Los Alamos National Laboratories
- PG&E
- Con Edison
- Duke Energy
- Hayward Turnstiles
- and many more!

TOLL FREE 866-725-6995 • SecureGateSystems.com

GPP66 Picket Pointer

GPP66 Picket Pointer Profiles

DOG EAR
ROUND TOP
FRENCH GOTHIC
STOCKADE POINT

Specifications

6"x 6" Capacity

5 H.P. Motor

Air Clamps

High Speed Steel and Carbide Blades available

Makes many different profiles

Custom profiles can be manufactured to suit your needs

DYNA BIGNELL PRODUCTS LLC
201 W 3rd Street
Clare, Michigan 48617
(989) 418-5050
www.dynabignell.com | dynabignell@gmail.com

LOCINOX®

Self closing child safe solution

FORTIMA + CARACAL + SERVAL

CARACAL
FORTIMA
SERVAL

Scan to learn more

Contact us

LIVE CHAT www.locinoxusa.com

877-LOCINOX

salesusa@locinox.com

Top of the CHAIN

with Clint Iams

CEO OF LOG CABIN FENCE
EXECUTIVE DIRECTOR OF NORTH AMERICAN FENCE CONTRACTORS ASSOCIATION (NAFCA)

Growing up in his parent's fence company, Log Cabin Fence in Amity, Pennsylvania, provided Clint Iams a solid foundation of hard work, business, and giving back. Today, he is CEO of the family business, part-time professor at Robert Morris University's Rockwell School of Business, and executive director of North American Fence Contractors Association (NAFCA). He shares how these opportunities came about and advice that has shaped his career.

IN YOUR CHILDHOOD, WHAT KIND OF PROJECTS WERE YOU INVOLVED IN WITH YOUR PARENT'S COMPANY, LOG CABIN FENCE?

It was not unusual for my sister and I to tag along the job sites, as my mom would run materials to the jobs, or my dad would often complete an estimate for a job on our way to dinner or another errand. It was just a normal part of life, and something for which I am grateful.

I remembering enjoying running around the job site looking for things my dad could crush with our post driver. It could take a pop can and make it paper thin. As a kid, that is difficult to beat.

AFTER COLLEGE, YOU WORKED AS AN AUDITOR, NOT IN THE FENCE INDUSTRY. WAS THAT A STRATEGIC MOVE TO SPREAD YOUR WINGS?

Yes, it was a conscientious decision on my part. Growing up around Log Cabin Fence, I always knew I wanted to come back to be a part of the family business. However, I wanted to bring more to the table than only my experience working with our crews in summers and evenings throughout high school and college.

I felt an accounting degree, coupled with experience as an auditor, would allow me to bring significantly more value to Log Cabin Fence. As an auditor, I was able to see the inner workings of many businesses both privately held as well as publicly traded entities.

WHAT LED TO YOUR DECISION TO JOIN LOG CABIN FENCE?

Working as an auditor at KPMG, a worldwide company specializing in audit, tax, and advisory services, was a great, fulfilling experience that required extremely long hours. I joke that I have seven years of audit experience in my four-year tenure as an auditor given how many hours were required for the position. Additionally, significant traveling was becoming more of a requirement.

Around the same time, my parents were expanding Log Cabin Fence's business lines and building a new five-acre, multi-building facility close to interstate 79. This shift in the business required more hands and help. The timing was perfect for me to come back to the family business.

WHAT IS YOUR INVOLVEMENT IN LOG CABIN FENCE?

I entered the company as a sort of business manager. We have several business lines, but keep titles and hierarchy to a minimum. Cross-training allows excellent customer service by anyone who answers the phone and responds to the customers' inquiries. Soon after rejoining Log Cabin Fence, I shifted into oversight of sales and management of our two largest divisions: fence and structures.

At the beginning of the year, I became the sole owner of Log Cabin Fence and assumed the new title of CEO. We have had a smooth transition; we are in a comfortable spot of not needing to hang an "under new management" sign. We've been part of the Southwest Pennsylvania community since 1981; our name speaks for itself. That is a tradition we continue to take pride in as we look towards the next forty plus years.

WHAT LED TO YOUR BECOMING THE EXECUTIVE DIRECTOR OF NAFCA?

Log Cabin Fence was a founding member of NAFCA, and my dad Bill was a past president. In 2016, the previous director stepped down. Much of the communication, social media management, and invoicing required by NAFCA was within my wheelhouse as I was currently overseeing similar functions at Log Cabin Fence. Further, being a second-generation fencer, I had many of the connections to help benefit NAFCA.

WHAT LED TO THE FORMATION OF FENCE TRAINING SCHOOL?

NAFCA's Fence Training School (FTS) was formed 10 years ago to address the lack of hands-on installations in a real-world setting. NAFCA's focus has always been on the fence contractor. FTS was able to be offered at an affordable rate for most fence companies. Many lifelong fence industry friends came together to form NAFCA's FTS.

WHAT ARE A FEW HIGHLIGHTS FROM FENCE TRAINING SCHOOL OVER THE YEARS?

For the past 10 years, NAFCA's FTS was held in Sebring, Florida, at the municipal golf course. Each year, there have been approximately $25,000 worth of material donated and installed by the classes, benefitting the City of Sebring to the amount of $250,000 over the 10 years.

Mart Prost, NAFCA board member and FTS chair, has a vacation home in Sebring. The municipal golf course is a perfect place for multiple fence types/disciplines to be taught using real-world installation methods. Each project is a permanent installation; there are no half measures taken.

NAFCA runs the school at a cost to keep the registration fee as low as possible. The instructors volunteer their time and services for the betterment of the fence industry. It is worth noting the instructors have a collective cumulative experience in the fence industry of 450+ years and 220+ years of teaching experience.

HOW LONG HAVE YOU BEEN A PART-TIME FACULTY MEMBER AT ROBERT MORRIS UNIVERSITY'S ROCKWELL SCHOOL OF BUSINESS, AND WHAT DO YOU ENJOY ABOUT IT?

I graduated from RMU's Rockwell School of Business with a Master of Business Administration and Master of Taxation in May 2023. I have made it a point to attend the MBA program alumni events. They are thoroughly enjoyable evenings of networking. I chose RMU for my master's degrees as I wanted a quality university in the Pittsburgh region to utilize for future networking connections.

At one of the MBA alumni events, I had a moment to speak with the school's dean and found out they were looking for a part-time professor in the marketing department. Given my experience in marketing with Log Cabin Fence, I joined RMU's part-time faculty staff in the fall of 2023. This was a wonderful experience and fulfilled a goal I had set long ago to teach.

I enjoy teaching at RMU because it is a fulfilling way to stay current and relevant with today's ever-changing business environment. While I may own a fence company, and work with the NAFCA, it is important to watch the larger markets and trends to bring the best to our customers.

HOW CAN FENCE COMPANIES IMPROVE THEIR MARKETING TECHNIQUES?

Simply pay attention. Around every fence company, there are a plethora of examples of how to market their business. Pay attention to social media and other fence company websites. See what is working for them and apply it to your business with your own flare.

We are in a time where consumers appreciate realness because most of the world is not very real. Authentic and raw videos or images can sell your business well. Use that to your advantage but remember professionalism is paramount. Be sure to not contradict yourself in your various means of communication with customers both current and potential.

Finally, if you are a growing company and able to afford it, bring on a quality company to help with your branding, website, etc. It is better for me to focus on running Log Cabin Fence and NAFCA as opposed to (trying) to become an SEO expert.

WHAT ARE A FEW OF YOUR FAVORITE PLACES YOU'VE TRAVELED?

I have had the fortune of being able to travel to large portions of the US, Caribbean, and Europe. Iceland holds a special place in my heart. It is full of geographical anomalies and is also where I asked my wife to marry me.

WHAT CAREER ADVICE HAS MOTIVATED YOU?

First, be comfortable in the uncomfortable. Joe Everest used this line at the NAFCA Business Ops training in October of 2023. It is solid advice that can be applied to many aspects of business. We are in an age of video and social media marketing. It is not comfortable putting yourself out there in those mediums; however, great success can be found in gaining comfort in that discomfort.

Further, we are in a time where anyone running a trade-based business is faced with tremendous opportunity. Frankly, there are not enough people out there solving the real-world needs of construction, fence building, etc. Routinely, I am faced with quote requests for a unique, one-off project. These can be very uncomfortable but can lead to whole business lines.

My current largest fence customer is the Pittsburgh Botanic Garden. This is a result of solving their problem of deer causing destruction to their plants, but in aesthetically pleasing ways. Being willing to build fence in "uncomfortable" ways, different from our normal operations, opened a door to them becoming our largest fence customer.

Secondly, I spent nearly two decades working alongside my parents. While there are so many bits of advice gained over the years, it can really be boiled down to this: let your yes be yes and no be no. Essentially, it is simple. Be honest and straightforward in all dealings. Offer everyone a fair price and do what you say you are going to do. Make your community a better place and everyone around you will thrive. In turn, you and your business will, as well. This is a huge part of why we have our Log Cabin Cares initiatives. This spring, we are putting on a Clay Pigeon Benefit to support one of our local community missions.

WHAT IS LOG CABIN CARES?

We are big proponents of improving the community around us. Giving back benefits our neighbors, which in turn, benefits us.

We established Log Cabin Cares at the beginning of 2024 to enhance our community. However, Log Cabin Fence's involvement in our community has been a mainstay throughout our 43-year history. Over the years, we've sponsored or hosted several charity events, including clay pigeon shoots, Relay for Life teams, volunteer fire department fundraisers, etc. We've had a lot of involvement in our local county, fair and various regional festivals. By actively participating in these programs, we are dedicated to creating a more vibrant and supportive environment for everyone in Washington County, Southwestern Pennsylvania, and beyond.

RELAY FOR LIFE
American Cancer Society
Log Cabin Fence Company

LOG CABIN FENCE CO.
267-3821

Clint and sister Charity (Iams) Richards, who also works in the business today.

One of Log Cabin Fence's larger divisions is the installation of hoop structures. At this project the team was deconstructing an older structure and replacing it with a new framework and high-density polyethylene cover with a 25 – 30-year life expectancy.

Taken in 2019: Pictured left is Bill Iams, one of the founders of Log Cabin Fence and recently retired. Center back is Todd Richards, equipment director at Log Cabin Fence, right is Clint Iams, CEO of Log Cabin Fence, and center is Jaxon Richards, son of Todd.

PostJak: The Right Tool for the Job

Regardless of your trade or profession, using the right tool for the job is crucial.

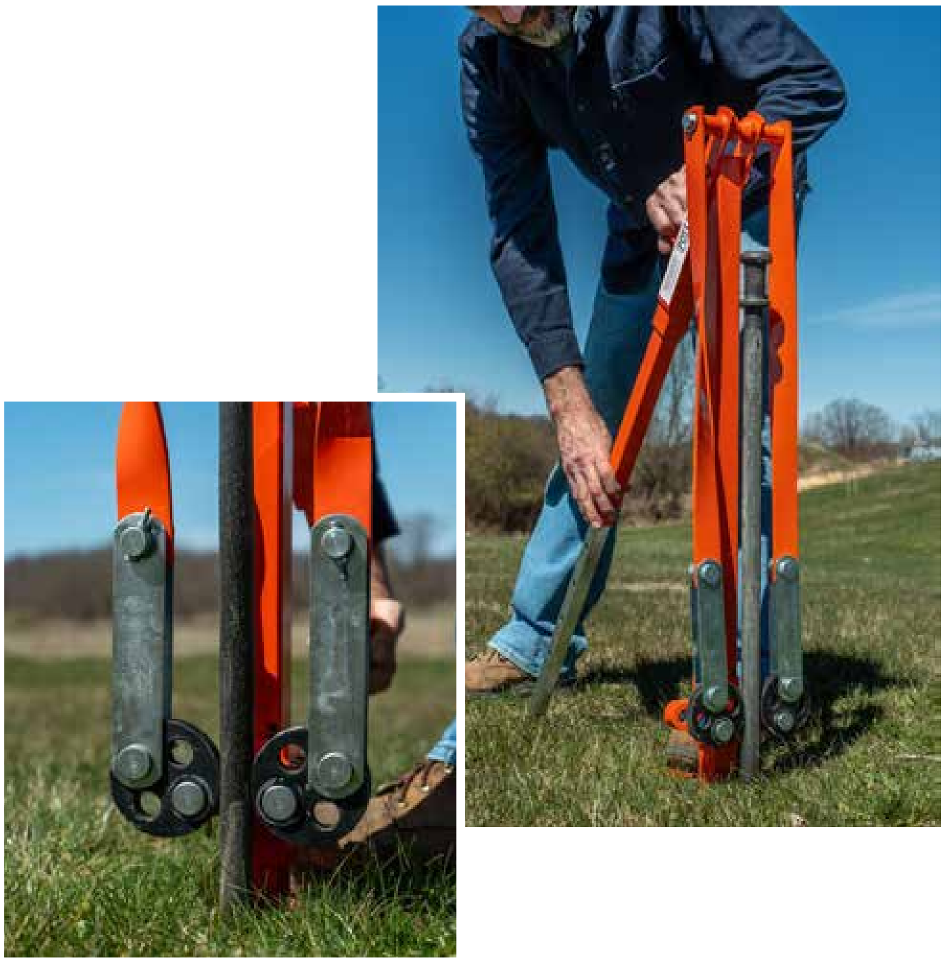
"The right tool is the one that is designed specifically for the task at hand, safe to use, efficient and effective at what it does, and saves the operator time and effort," says Tom Lockwood with Kencove Farm Fence Supplies, a distributor of PostJak. "The PostJak is an exemplary model of the 'right tool for the job.' When it comes to post, stake, and rod removal, the PostJak is hard to beat."

He provides some of the reasons why the PostJak is becoming a popular choice for people across various trades and professions:

The PostJak is designed to make manual post and stake removal simple and effortless. It works with a range of materials up to 2.5-inch diameter. The advantage of the PostJak is its use of various sizes of "yokes" to provide a strong grip on whatever material is being extracted. The PostJak comes with a standard size yoke and additional yoke sizes are available for compatibility with materials used in agricultural and residential fencing, the party and event industry, general construction, and electrical work. The two-in-one double-sided yoke offers possibilities across a range of materials like ground rods, tent stakes, wood stakes, T-posts, and round pipe. Yokes are quick and easy to change, saving valuable time, and eliminating the hassle of purchasing multiple pullers for different materials. One PostJak armed with various yokes will make easy work of pulling any rod or post material.

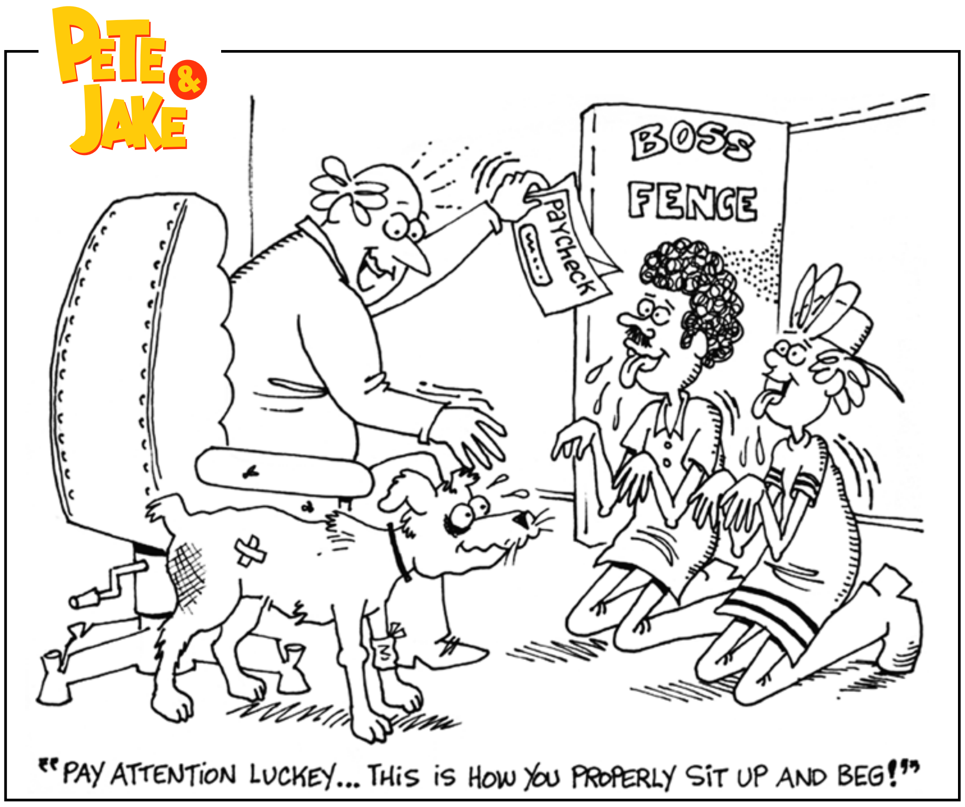
The PostJak is crafted with heavy-duty steel construction that makes it rugged enough to tackle any job. It's built with features in mind that will last and stand the test of time against outdoor elements, daily wear and tear, and any challenge thrown its way. For example, each jaw can be rotated to one of the four attachment positions to extend the lifespan of the hardened steel jaw, and the powder coated finish gives the PostJak a protective coating and a professional appearance while making it highly visible and easy to find on the jobsite.

The PostJak is available in two sizes. The small PostJak stands 19 inches and weighs 21 pounds. This model is convenient for navigating confined, compact spaces and working close to the ground with low clearance. It provides a huge mechanical advantage, even when space is limited. The large PostJak stands 38 inches and weighs 25.5 pounds. The tall version prevents strain and fatigue for the operator while working in an upright position, and features a telescopic extension handle for additional leverage.



When it comes to post, stake, and rod removal, Lockwood says the PostJak is the right tool for the job because it is an extremely efficient way to use leverage to the operator's advantage that would otherwise cost time and physical exertion. "Work is already laborious enough, especially when it demands the same strenuous motions and movements from your body day in and day out. It's time to save your back, try the PostJak!"

Learn more at *titanpostdrivers.com.*


PETE & JAKE
BOSS FENCE
PAYCHECK
"PAY ATTENTION LUCKEY... THIS IS HOW YOU PROPERLY SIT UP AND BEG!"

Providing Quality Hardware
to the Industry for 50 Years

HAMPDEN FENCE SUPPLY, INC.

Your First Source for Quality
AMERICAN-MADE FENCE PRODUCTS!

HDG and Powder Coated Fittings

- Welded Wire Hardware • Square Bands
- Ties • Drive Anchor Units
- Tension & Brace Bands
- Line Rail & End Rail Clamps
- Aluminum Loop Caps,
Post Caps & Rail Ends
- Custom Items Available

UNIVERSAL & INDUSTRIAL DRIVE ANCHOR SHOES AND BLADES

Hot Dipped Galvanized Steel

Call for a free catalog

800.891.2235 • 413.786.4390 • Fax 413.789.3664
info@hampdenfence.com • www.hampdenfence.com
Our web site can be viewed from your mobile device!
Headquartered in Agawam, Massachusetts

MasterCard VISA

NATIONAL METAL INDUSTRIES

From Acorn caps to Zip latches!
We have all the fence products you need!

NMIfence

2 Neil Court, Oceanside, N.Y. 11572

(516) 594-0364

Sales@nmifence.com

NMIFence.com

National Metal Industries

The Hierarchy of Commercial Projects

by Robert A. Miller, PSP, CDT, CSI
Imperial Professional Consulting Services

Whether you are a seasoned veteran working in the commercial and industrial fence markets or you are looking to expand your business into these markets, it is critical to understand the expectations of your company's place in the project delivery process.

The Construction Specifications Institute (CSI) project delivery process defines the primary stakeholders in a project and identifies their roles as project team participants.

In order of decision making ability and final say they are :

1) The owner initiated the project, funds the project, and have final say in the design and construction process. They are the principal stakeholder in the commercial construction process.
    a. The owner's representative may be a specific employee or hired company or individual to act as the owner in decision making matters for the project.
    b. Occasionally, the facility manager may also have influence in decision making, but verify their role in the construction process as one being appointed by the owner.
2) The design team works to transform the owner's vision and intentions to a buildable project. They provide documentation required for constructing the functional, aesthetic, and technical elements of the project.
    a. Depending on contract arrangements, this may include an architect, landscape architect, engineer, design consultant, or specifiers.
3) The construction team works to convert the design concept into a physical facility or site. There are several layers on the construction team including estimating, scheduling, subcontractors, and overall project management.
    a. Most often, fence companies fall into the subcontractor role. That is to say that legally they are contracted by a construction manager of general contractor to perform their specific scope, installing the fence and fence related items.
4) The supplier team furnishes the materials and products necessary for construction to various teams noted above, depending on the product and that industries standard operating procedures.
    a. Some suppliers may sell direct to an owner based on a national agreement or owner's desire. Less often they may sell to a design professional to insure proper use and installation. Most often they sell to the contractors or subcontractors who are installing their products.
    b. In the fence industry, the most prevalent and accepted supply chain path is that the fence installer buys from a fence distributor or manufacturer. The specialized nature and numerous parts require significant product knowledge and understanding of the fence systems and how they go together.

Essentially, the construction hierarchy is a legal matter and from the perspective of the fence contractor, you want to be aware of who issued you the contract, as legally that is who you are obligated to perform to, communicate directly with, and who is ultimately going to pay you!

The most important thing is to maintain a level of professionalism and respect along the way. Keep in mind that although you may have a relationship with an architect or an owner, if your contract is issued by a GC or CM, then you must flow all questions and requests through them. There is a process in place that documents and assures that all stakeholders are informed along the way. The only exception is if you have it in writing as a contract amendment that allows you to obtain directives from other entities therein. It can be damaging to your company's reputation if you circumvent the hierarchy and call an architect or an owner directly. Your trust with the CM or GC will be eroded and they may not contract again with you in the future.

Commercial bidding in the fence industry can be challenging, but it can be a rewarding and profitable segment and can help in growing your business.

KDTwist Power Twist Tie

Save Money, Save Time, Prevent Installer Fatigue

Available in Galvanized Class B Coating or Less
Aluminized Offered!
Now Available in Solid Aluminum
We also offer stainless steel products as well!

Available in 11 ga, 9 ga, 7 ga, 6 ga – Sizes for 1-5/8 pipe up to 8-5/8 – 9 ga & 6 ga conform to ASTM F626-96A - Pigtail, Square, T-post KDT available - Special sizes or shapes on request

KEENER-DUPONT WIRE., LLC
When wire is your only business
LOOK FOR IT AT YOUR LOCAL SUPPLIER!
K TIE-WIRES D

800-749-7181 | sales@keenerdupontwire.com

With nearly 40 years of experience in the fence industry, Robert Miller is president of Imperial Professional Consulting specializing in the perimeter security industry. He is committed to lifelong learning to ensure that the latest trends and standards of the industry are being utilized for complete and effective perimeter security solutions.

Imperial Professional Consulting
586-747-7819
robm@imperialpcs.com
imperialpcs.com

CAPITAL FENCE & RAIL

SIGN UP FOR OUR MAILING LIST

POOL FENCE & GATE HARDWARE

*VINYL & ALUMINUM POOL CODE FENCE & GATES

*BUNDLE DEALS

*D&D TECHNOLOGIES GATE HARDWARE

*NATIONWIDE INDUSTRY HARDWARE

D&D Technologies

NATIONWIDE INDUSTRIES

CAPITAL FENCE & RAIL | SALES@CAPITALRAILING.COM | (888) 245-9006
BALTIMORE, MD | RICHMOND, VA | WWW.CAPITALFENCEANDRAIL.COM

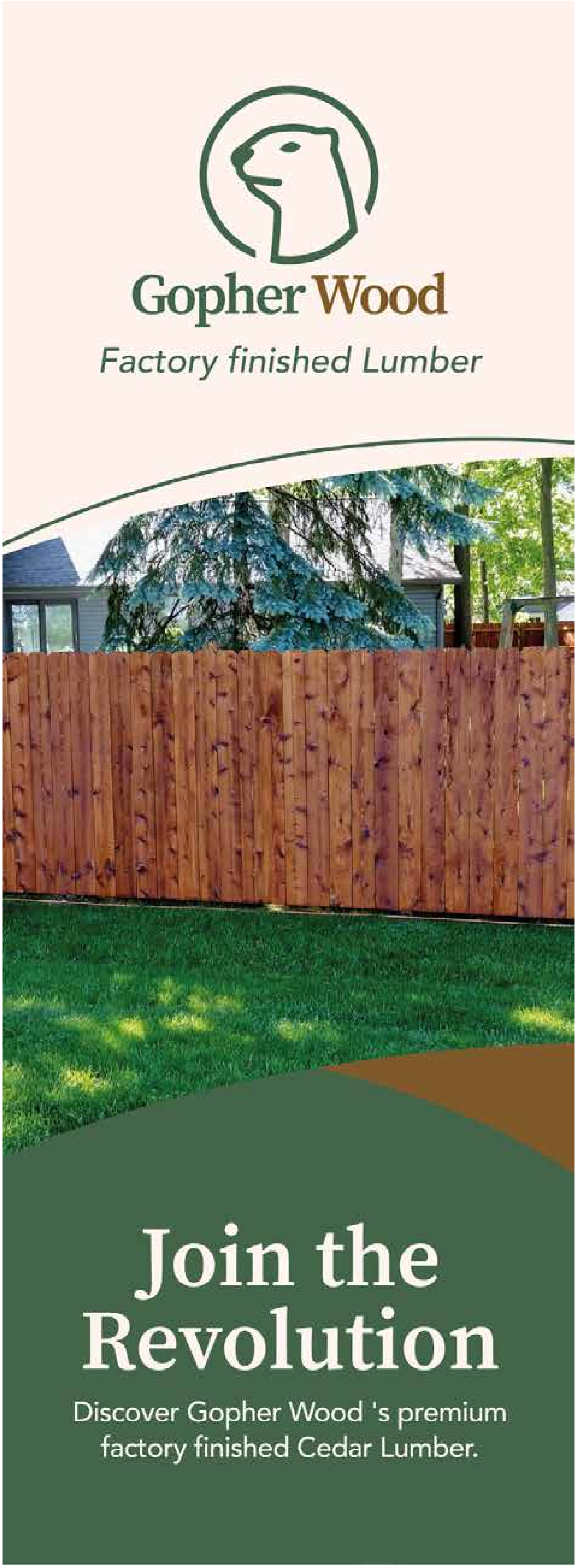
www.fenceindustrypodcast.com

Listen Up Fence Fam!

FENCE INDUSTRY PODCAST with Dan Wheeler

SCAN TO LISTEN NOW

The #1 Podcast
For The Fence Industry



Gopher Wood

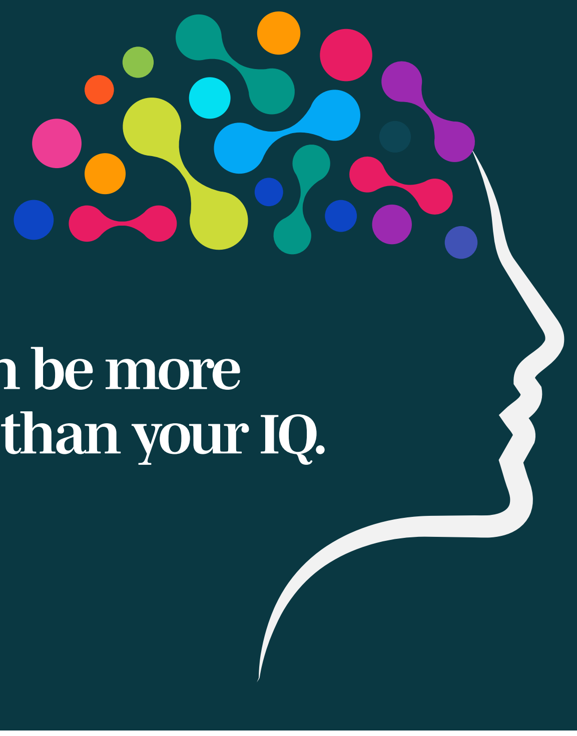
Factory finished Lumber

Join the Revolution

Discover Gopher Wood 's premium factory finished Cedar Lumber.

MANAGEMENT CORNER

WHAT'S YOUR EQ?



Your EQ can be more important than your IQ.

How smart are you? Do you find learning new things easy or difficult? Was your intelligence ever tested? If so, this is your intelligent quotient or IQ score. Are you able to understand your emotions and manage them? Can you identify the emotions of others? Do you remain calm in stressful situations and find solutions to problems? Are you able to take criticisms and use it for your improvements? If you can do this, this is your emotional intelligence or EQ.

Your EQ can be more important than your IQ. Companies are increasingly using EQ to hire and promote employees. People with high EQ are usually successful, they make others feel good, and they go through life much easier than people who struggle in this area.

WHAT ARE SOME CHARACTERISTICS OF EMOTIONAL INTELLIGENCE?

SELF-AWARENESS – understanding your emotions and being in control of them; not letting your emotions rule you. It is being able to honestly look at yourself, know your strengths and weaknesses and work on the weak areas. This characteristic is seen as the most important in emotional intelligence.

SELF-REGULATION – the ability to control your emotions and impulses. It is thinking before you act and not allowing yourself to become too angry or jealous or make impulsive, careless mistakes. It is being thoughtful, having integrity, and being able to say no.

MOTIVATION –being motivated; being able to focus on long-term success and able to delay immediate results. It is being productive, loving a challenge, and usually being very effective.

EMPATHY – this is the ability to identify with and understand the wants, needs, and viewpoints of others. Recognizing the feelings of others, even when they are not obvious; this helps manage relationships. This characteristic is the second most important element of emotional intelligence.

SOCIAL SKILLS –people with high EQs are usually good team players. They help others to develop and shine instead of focusing on their own success. They can communicate effectively, manage disputes, and can build relationships.

If you feel you need to work on some of the characteristics of emotional intelligence to be a better manager, here are some steps you can take:

- *Observe how you react to people. Don't rush to judgment or stereotype; look at other's perspectives.*
- *Look at your work environment. Learn humility. Don't seek attention for your accomplishments.*
- *Do a self-evaluation. Look at yourself honestly and recognize your weaknesses and your strengths.*
- *Examine how you react to stressful situations. Learn to control your emotions when things go wrong. Don't get upset when things don't go your way or blame others when it is not their fault.*
- *Take responsibility for your actions. Apologize directly to the person if you hurt their feelings.*
- *Examine how your actions will affect others before you take those actions. Put yourself in the other person's place and think how they would feel and would you want to have that experience.*

Remember, emotional intelligence can help you succeed in life and your career. Start working on your emotional intelligence and improve your leadership skills!

Dive into Peace of Mind with Our Cutting-Edge Pool Fences

Poly
Vinyl
Creations

FULL SERVICE Trade Only Specialty Outdoor Products Manufacturer and Distributor

Fence * Deck * Railing * Garden Products * Bending * Welding

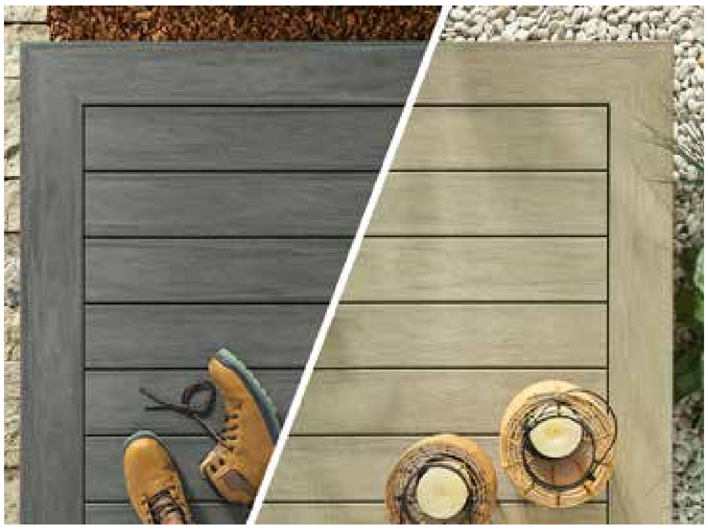
certified WBENC WOMEN'S BUSINESS ENTERPRISE

FWA

AFA American Fence Association

www.justpolyit.com * www.pvcbrochures.com
marketing@polyvinylc.com

Wolf Home Products Introduces New Grooved Profile and Updated Colors to Wolf Serenity Decking



Homeowners and contractors now have access to fresh decking colors and a new grooved profile to create an outdoor oasis just in time for patio season

Wolf Home Products®, an innovator and leader in the building products industry, has announced that its popular Wolf Serenity™ Decking with High-Density Cellular™ Technology is now being offered in two new colors and a brand-new grooved profile, suiting a variety of design styles and giving installation preference back to the contractor.

With patio season just around the corner, this expansion gives homeowners 13 total colors to choose from to create their outdoor oasis, with the newest additions to the Wolf Serenity Decking line being two beautiful, neutral shades expected to be favorites – Ashland and Beechwood. No matter the color selected, Wolf Serenity Decking features a proprietary COLORWATCH100®, which helps block harmful UV rays to maintain color for long-lasting beauty.

Recognizing the diverse preferences of contractors, Wolf Home Products now offers Wolf Serenity Decking in a grooved profile, complementing its existing square edge profile, to accommodate varying installation techniques. While the square edge profile still includes hidden fastener choices, some prefer the grooved boards for simplified installation and a clean, finished aesthetic.

"As we gear up for another successful decking season, we're thrilled to bring to market our expanded Wolf Serenity Decking that caters to diverse aesthetic preferences and installation needs," says Jeremy Sellers, VP of sales, Building Products Division at Wolf Home Products. "This comprehensive offering emphasizes our commitment to providing contractors and homeowners with versatile and customizable decking solutions that cater to their individual preferences. Plus, it's backed by our industry-leading 50-Year Stain & Fade Warranty, ensuring exceptional quality and giving our customers complete peace of mind for seasons to come."

Wolf Serenity Decking mimics the color variation and texture of real wood, but without the high maintenance required. It's a durable option for patio season – rain or shine – minimizing water absorption and resisting mold and mildew.

With this expansion, Wolf Home Products' further enhances its commitment to delivering high-quality products with unparalleled value, making it easy to bring any outdoor vision to life.

To learn more about Wolf Home Products' product portfolio, visit *WolfHomeProducts.com*.

QUALITY • SERVICE • AVAILABILITY

From our shoreline to yours...

SHORELINE
VINYL SYSTEMS

coastal
aluminum
FENCE

VINYL FENCING & RAILING • ALUMINUM FENCING • ARBORS & PERGOLAS • ACCESSORIES
Denton, MD - 410-364-9050 | www.shorelinevinyl.com

strong. classy. privacy made-to-order.

intense fence

Ultra developed their high-strength Ultrum™ Alloy to be as strong as steel, but to never rust. It's the look and feel of traditional wrought-iron fencing, with a low-maintenance, warranted powder-coated finish.

Aluminum Picket Fence by Ultra Aluminum™

ULTRA® FENCING • RAILING

ULTRACK ULTRAmax ALUMINUM RAILING SYSTEMS Defender Ultra Signature™ Collection ULTRA® PRIVACY Estate Collection™

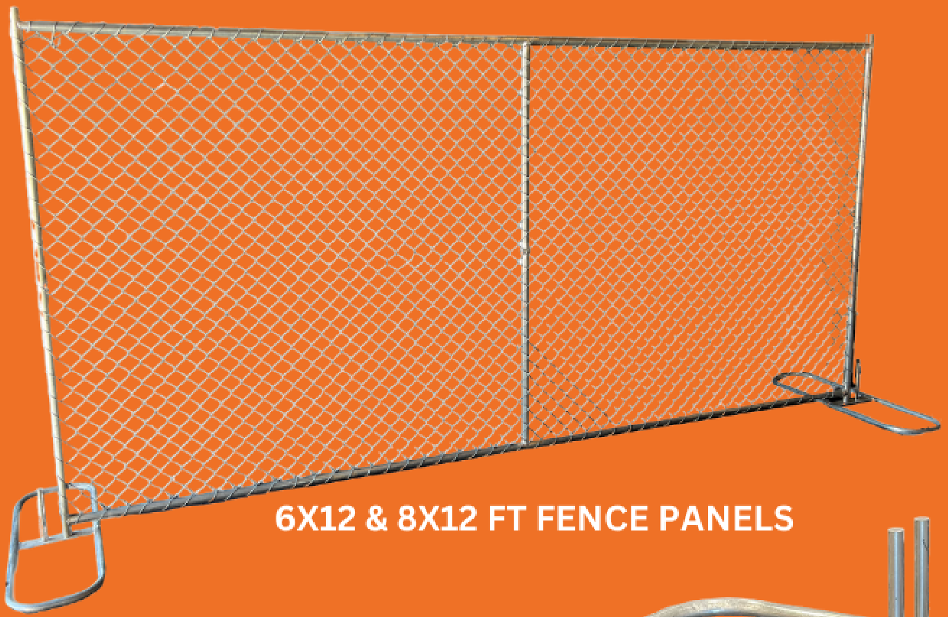
ULTRUM™ ALUMINUM ALLOY | EXCLUSIVE POWERCOAT™ FINISH

ULTRAFENCE.COM | 800.656.4420

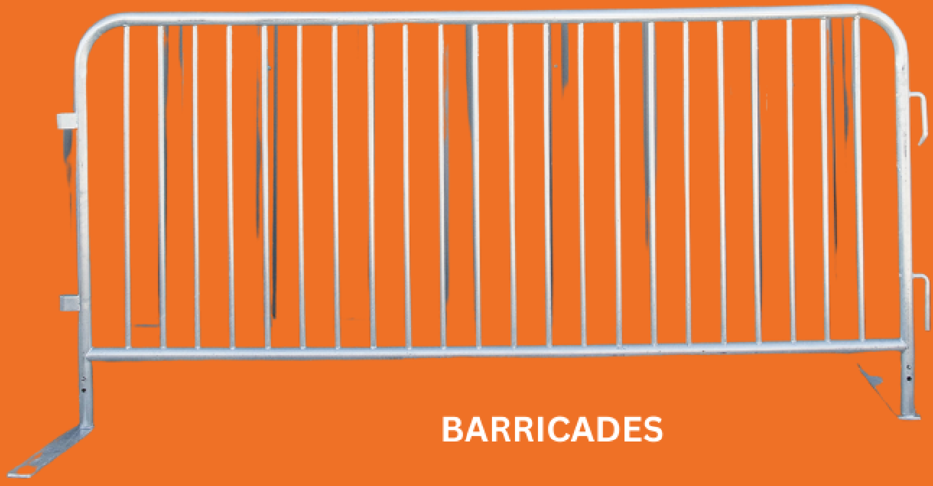
Ultra and the picket caps logo is a registered trademark of Ultra Aluminum Manufacturing Inc.

RENT-A-FENCE
WHOLESALE
888-415-6335

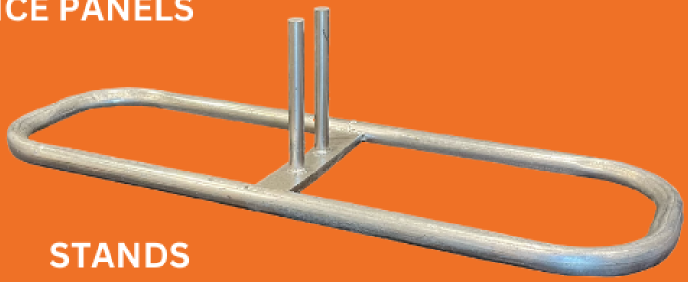
- OVER 20,000 PANELS IN STOCK
- 16 DISTRIBUTION CENTERS
- FULL CONTAINERS
- DIRECT SHIPMENTS



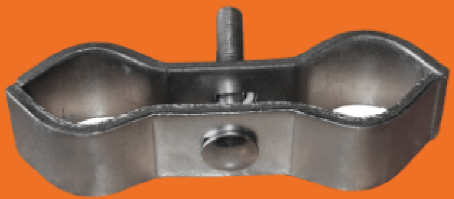
6X12 & 8X12 FT FENCE PANELS



BARRICADES

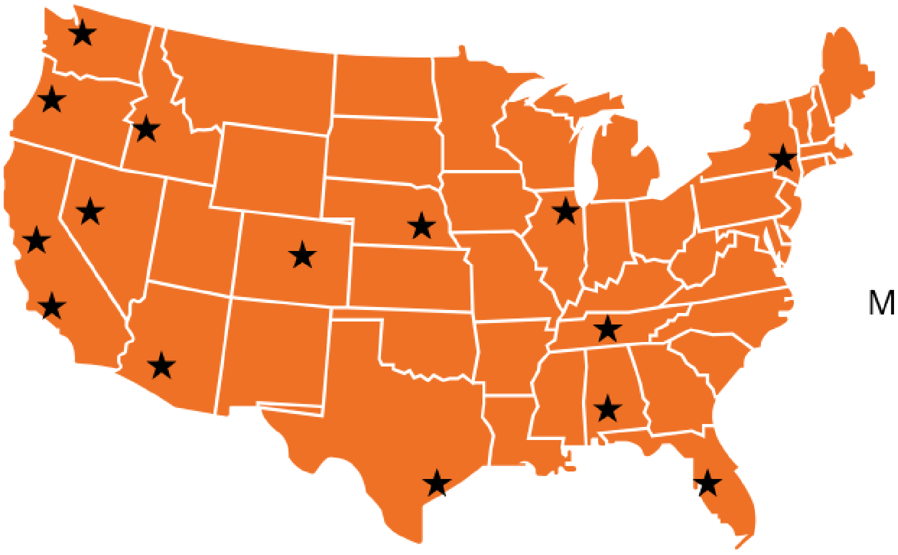


STANDS



CLAMPS

SEATTLE, WA
EUGENE, OR
BOISE, ID
LAS VEGAS, NV
OAKLAND, CA
LONG BEACH, CA
PHOENIX, AZ
DENVER, CO



ALBANY, NY
LINCOLN, NE
CHICAGO, IL
NASHVILLE, TN
MONTGOMERY, AL
TAMPA, FL
HOUSTON, TX

Bulk Container Purchases Available

Email: sales@rentafencewholesale.com

We're Social!

rentafencewholesale.com

AFA American Fence Association

– ONE GOOD REASON –

ULTRA-LOW VOC*

You only need one good reason to switch to
EXPERT Stain & Seal, but here are a few others
to help make the switch easier.

Made by Experts for experts

We know wood stain because we are
stain contractors, too. That's why you can

Expect Expert Performance

We design our stain for performance and sustainability.
That's why they're easy to use, clean up, maintain, and look
great season after season – And are backed by our

Limited Lifetime Warranty†

Our EXPERT Stain & Seal products are guaranteed – for life –
every step of the way using **The EXPERT 3-STEP System**
maintenance schedule and product recommendations.

PROFESSIONAL WOOD CARE
EXPERT
STAIN & SEAL
CONDITIONING OILS
CAUTION
5 GAL
1 GAL

BECOME AN EXPERT DISTRIBUTOR.
CALL 1-833-4-THE-EXPERT, OR SCAN THE CODE TO LEARN MORE.*

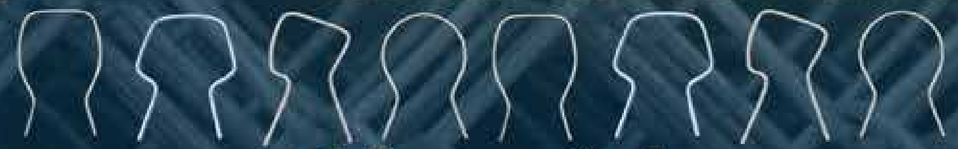
---

† Must follow The EXPERT 3-STEP System to validate the Limited Lifetime Waarranty. Call for full warranty details.

©2024. EXPERT®™ Professional Wood Care and EXPERT Stain & Seal are registered trademarks. All rights reserved by Restorative Wood Products, LLC.

WE'RE EXPERTS IN FENCING SOLUTIONS

L&C Enterprises-USA
Fencing Products to Get the Job Done Fast
WWW.LCENTERPRISES-USA.COM
1.866.786.1009 OR 906.786.1008



Sore hands are a thing of the past.

Easy Twist are pre-shaped for a variety of fencing situations. We carry more shapes than anyone else. Installs quickly with our custom power drill bit tool.

About Our Twist Ties

All twist ties available in different finishes:

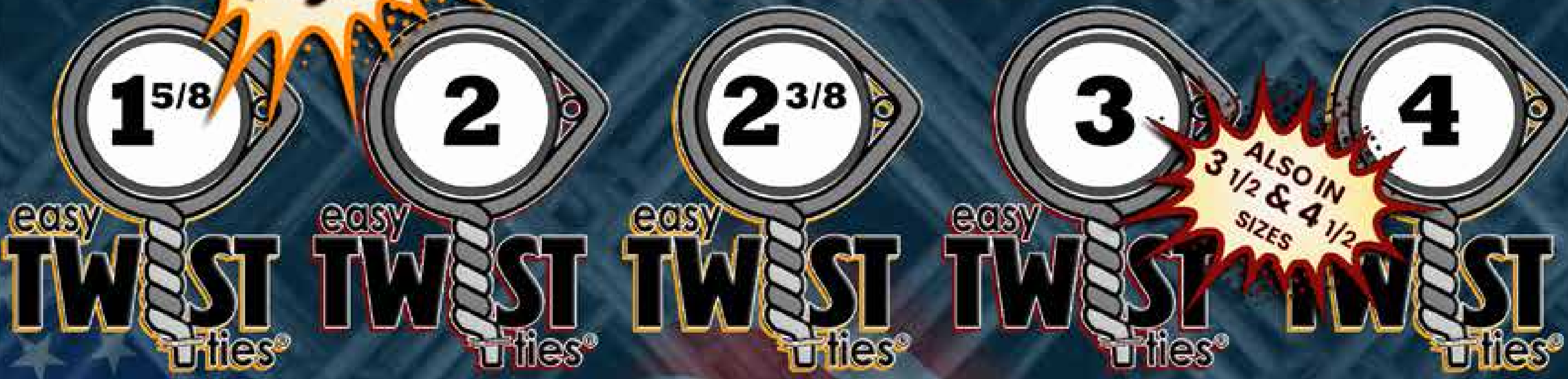
Galvanized - 1.2 or 2 oz. 9 gauge, 2 oz. 6 gauge, and 1.2 oz. 11 gauge.

Aluminized - .4 oz. 9 gauge.

Vinyl Coated - Black, Green and Brown.

- Easy Tensile Strength Design
- Ties for Every Application
- Twists with Drill for Quick Installation

POPULAR SIZES


1 5/8
easy TWIST ties
2
easy TWIST ties
2 3/8
easy TWIST ties
3
easy TWIST ties
4
TWIST ties
ALSO IN 3 1/2 & 4 1/2 SIZES

Easy Twist Ties are installed in the following manner:

1) Push tie around post/rail and one strand of the chain-link fabric that is closest to the post/rail.
2) Position ends of tie in same direction of fabric line.
3) Pinch ends together and insert into twisting tool.
4) Twist tie with drill until tie end breaks off.
5) Clean up twisted off ends.

Meets ASTM Standards

AFA American Fence Association

EXPERTS IN CUSTOMER SATISFACTION

FENCEMAN Approved

EXPERTS IN FENCING
HARDWARE
FENCE TIES
MADE IN THE USA
BUILT IN THE U.P.
THE ONLY FENCE AGAINST THE WORLD IS A THOROUGH KNOWLEDGE OF IT. J LOCKE
BUILD FENCE FASTER WITH EASY TWIST TIES!
MEETS ASTM F567-14 8.4 POWER FASTENED, PREFORMED METALLIC COATED STEEL ROUND WIRE TIES
L&C Enterprises-USA
Fencing Products to Get the Job Done Fast

WWW.LCENTERPRISES-USA.COM
6652 N.75 DRIVE, ESCANABA MI 49829
1.866.786.1009 OR 906.786.1008

Top Rail Fence Opens Two New Florida Locations

Justin Green, owner

Top Rail Fence, the on-time professionals in fence design, quality, installation and service, has opened two, new locations in West Volusia and Daytona Beach, Florida.

Owner Justin Green said both new Central Florida locations are dedicated to offering high quality materials with best in practice installation, from highly trained professionals. "I hope my business will have a positive influence on my community," he says. "I want to be able to provide my neighbors with security and privacy while giving them a brand they can have confidence in."

Green said when he and his then fiancée, now wife, decided to sell his home to combine households, their realtor suggested they add fencing to improve its resale value and appeal. His difficulty in finding a dependable contractor to install the fence made him realize how much the Central Florida area needed a professionally run fence company that had a customer-focused approach.

"I come from a family of entrepreneurs, so small business ownership has always been my dream," he adds "I went through a long discovery process to find the right franchise. But, after my fencing experience and after meeting the team at Top Rail Fence, I knew I'd found the right place. Their leadership and support team instilled the confidence I needed to know this was the right business for me."

Green is a graduate of the University of South Florida with a degree in marketing and finance. He has spent most of his professional career in sales and management, developing new territories or improving underperforming territories in corporate America. He plans to bring his consultative approach to ensure each customer is completely satisfied with the investment to their property.

"I'm excited to grow a business that is my own instead of someone else's," he says. "My overall vision is to build the best fence company in the area, one that puts our customers first. Leaving each property owner confident that their investment with us will provide security and peace of mind for years to come."

IGD

International Gate Devices

E/Z Slide Gate Track Systems & Gate Hardware

800.557-GATE(4283)

Innovative Sliding Gate Devices

Since 1982

sales@slidegate.net www.slidegate.net

Don't make a bad situation worse

Help prevent any further damage to key utility services by always contacting 811 prior to digging during storm clean-up efforts.

Call or visit 811.com or your state 811 center's website.

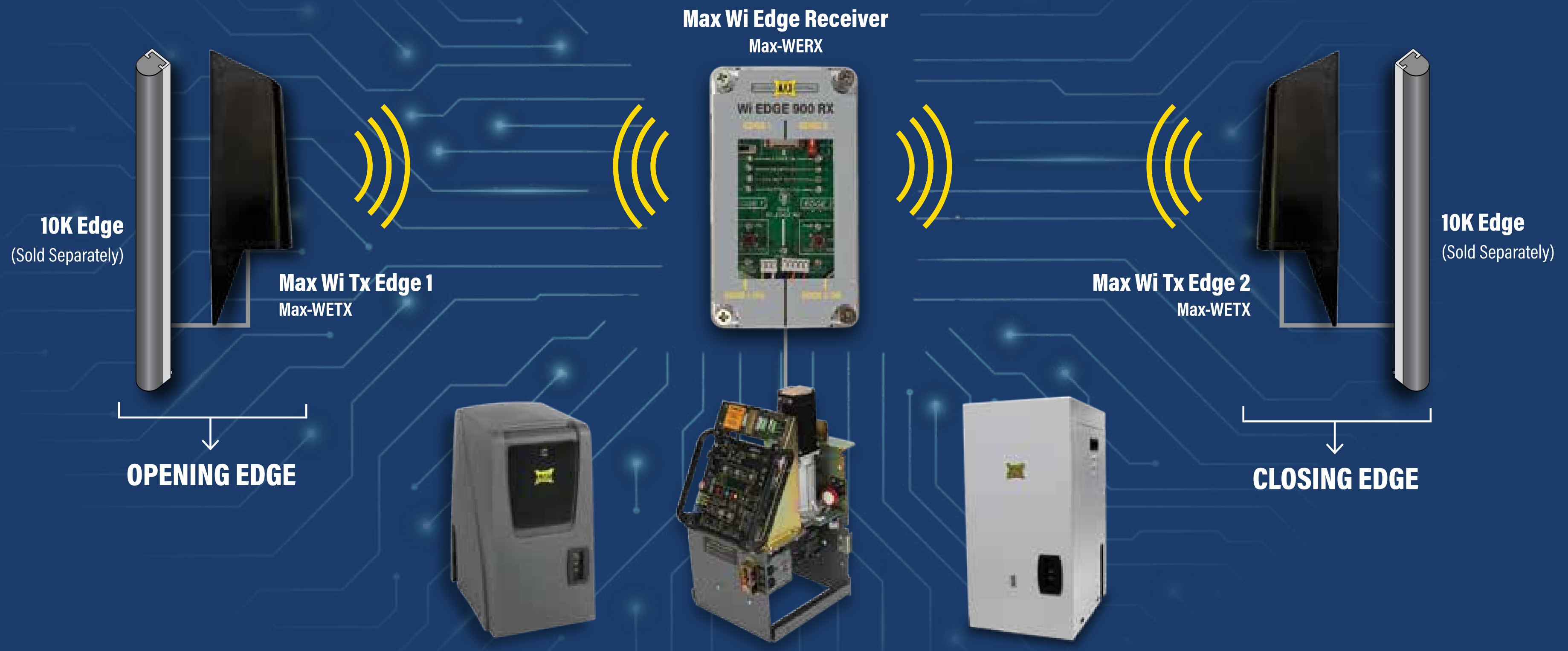
811

TO LEARN MORE ABOUT YOUR STATE'S SPECIFIC 811 PROCESSES AND LAWS, VISIT WWW.CALL811.COM.

RESIDENTIAL / COMMERCIAL APPLICATIONS

MAX WIRELESS EDGE 900

OPERATING RANGE OF UP TO 200 FT. | BATTERY LIFE APPROXIMATELY 2 YEARS



Max Wi Edge Receiver
Max-WERX

10K Edge
(Sold Separately)

Max Wi Tx Edge 1
Max-WETX

Max Wi Tx Edge 2
Max-WETX

10K Edge
(Sold Separately)

OPENING EDGE

CLOSING EDGE

MAX Wi Edge 900
Works exclusively with Max Gate Operators

PRODUCT HIGHLIGHTS

2 YEARS WARRANTY ON **MAX WIRELESS EDGE 900**

- Unparalleled quick response time of 100ms, distinguishing it from others in the industry.
- Logs error types on both the error log on operator and Max Cloud App
- Three frequency channel selections to prevent cross talk with nearby operators, ensuring interference-free operation
- Clearly-labeled individual LED lights for each error type, providing easy identification
- Pre-wired device with a pre-installed bracket for simplified installation
- Low latency, making it the fastest reacting wireless edge for enhanced safety in the Market

CALL NOW TO FIND DISTRIBUTORS AND DEALERS IN YOUR AREA

(949) 699-0220
www.MAX.US.com | sales@max.us.com

MAXIMUM MAX CONTROLS™
max.us.com

SCAN QR CODE FOR WIRELESS EDGE 900 VIDEO

InCord
Custom Safety Netting Solutions

POOL FENCING AND SAFETY BARRIERS

incord.com
860.537.1414
netting@incord.com

Fence posts set to last.
Postloc
POST SETTING COMPOSITE
Best for Posts.

Postloc®
POST SETTING FOAM

2b Polyolefin Fused Bonded Chain Link

Your Source For Domestic Fence Products

EAGLE FENCE
★DISTRIBUTING LLC★

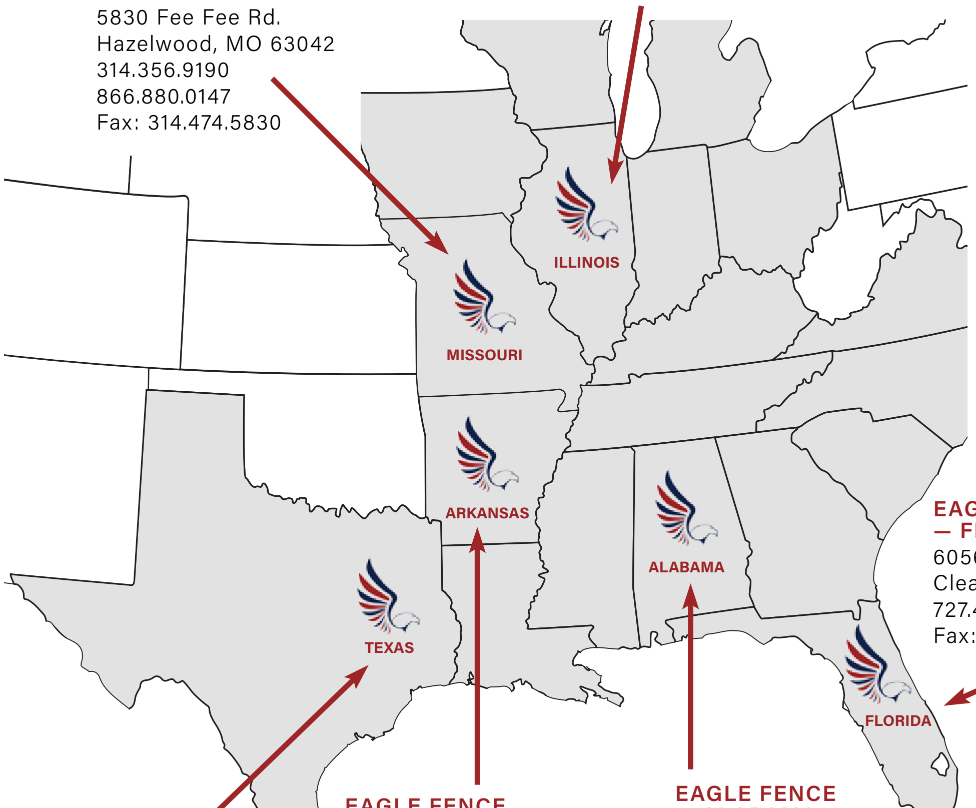
Serving Fence Contractors Through Our Six Strategically Located Well-Stocked Regional Wholesale Locations!

Chain Link, Wood, Access Control, PVC and Ornamental Fencing, Agricultural Products, and much more.

www.efdistribution.com

EAGLE FENCE — ILLINOIS
3660 W. Washington St.
Gurnee, IL 60031
224.610.0956
877.639.1023
Fax: 847.672.7350

EAGLE FENCE — MISSOURI
5830 Fee Fee Rd.
Hazelwood, MO 63042
314.356.9190
866.880.0147
Fax: 314.474.5830


ILLINOIS
MISSOURI
ARKANSAS
ALABAMA
TEXAS
FLORIDA

EAGLE FENCE — FLORIDA
6056 Ulmerton Rd.
Clearwater, FL 33760
727.475.5006
Fax: 727.683.9412

EAGLE FENCE — TEXAS
14430 Smith Rd.
Humble, TX 77396
281.741.1503
877.741.4896
Fax: 832.288.5197

EAGLE FENCE — ARKANSAS
1145 Baucum Industrial Dr.
Little Rock, AR 72117
501.324.1800
888.324.1803
Fax: 501.324.1801

EAGLE FENCE — ALABAMA
1780 Carson Rd. N.
Birmingham, AL 35217
205.631.2770
Fax: 205.631.3232

PROUDLY MADE IN THE USA

WHOLESALE FENCE
INTERSTATE *Visions*
QUALITY BOUNDARIES... ENDLESS POSSIBILITIES.

If You Can Dream It...
We Can Build It.

We personally deliver, our high-quality products directly to your yard or job site within our delivery area, using our fleet of trucks and piggyback moffits, with convenience and speed.

Call today to discover all the advantages Interstate Wholesale Fence has to offer.
631-842-4488 • Toll Free: 1-866-GO-FENCE • www.interstatevisions.com

Luke Bailey

Kent Bailey & Karrick Bailey

FAMILY TIES

BAILEY FENCE COMPANY

STANDING BACK-TO-BACK

The benefits of a family-owned business are many. The commitment, flexibility, and trust are a few of the valued aspects, and if conflict and family dynamics can be kept in check, it is often a treasured legacy.

For the owners of Bailey Fence Company in Hayward, California, managing the company's growth through the years has been a positive experience.

"My father was the vice president of sales for one of the largest fence companies in Northern California in the 60s and 70s," explains Kent Bailey, one of the founders of Bailey Fence Company. "During the 70s, my brother, Karrick, and I went to work there also as installers. After 10 years or so, we both moved to outside sales and estimating. My father always wanted to have his own business with his sons. After his sudden passing and some issues at the company we worked for, we decided to make a go of being our own bosses."

Bailey Fence Company began in 1984. Today, it's still located on the same property: three acres comprised of office, warehouse, and yard. The front 1.5 acre contains the 2,400-square-foot general offices and a 4,000 square foot shop and retail office. The back acreage is the holding and bone yard. They currently have 34 full-time employees.

"In the early years, we didn't know if the business would even make it," Kent says. "We were very lean. We only took on the jobs that we had the manpower for and could financially handle. As our customer base grew, customers started asking us to do more than chain link on their projects. We had never done ornamental iron before, but we learned. Chain link has always been king for us. Over time, we added the ornamental iron, then handrails and guard railing."

Kent's son, Luke, joined the business about 13 years ago. Growing up within the business, he worked weekends and summers, then worked full time starting at age 21. "Today, he's an officer of the company," Kent says.

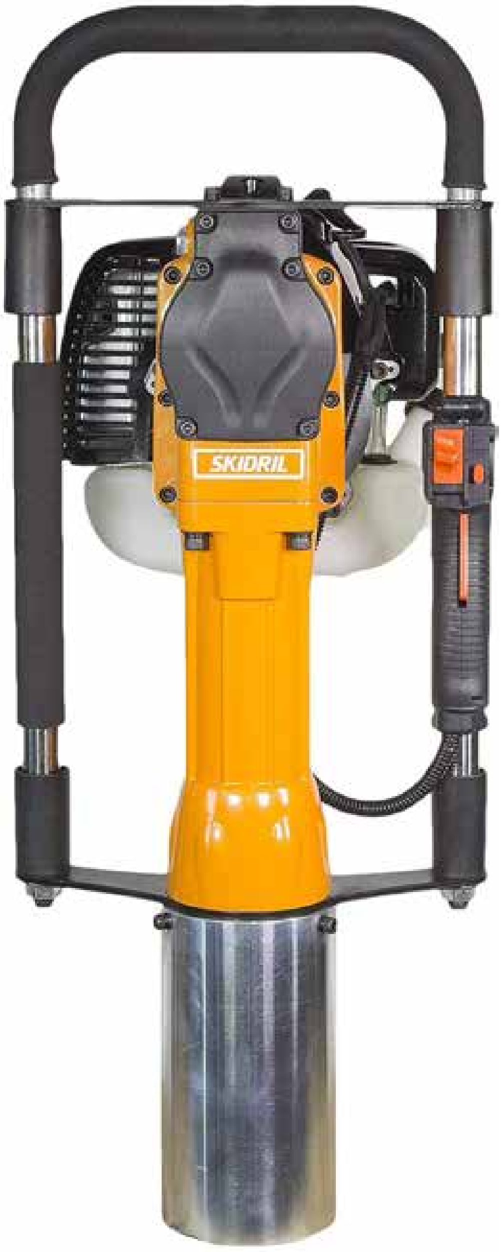
"The strength of the business is family, as well as the weakness," he says. "With family, there is trust. You trust the decisions, intent and actions are in the best interests of the company that you built and that carries your name. You don't want to disappoint the others in your family. The weakness is that there is a family dynamic and history other than business. Sometimes, we're too hard on our family and sometimes, we're not hard enough. Being a family-owned business has its own issues and there have been times that it has almost come to blows, but in the end, we'll always stand together for our family business."

To learn more about the history, products, and services, visit *baileyfenceco.com.*

SKIDRIL, the originator of the gas powered post driver, introduces the G2XD high power at a great price!

G2XD

THE BEAST©



4" POST DRIVER

BIGGER MEANER FASTER TUFFER

- **On-Off simplicity**
- Simple 4-cycle OHV engine or powerful 2-cycle
- Easy service replacement motors, for low cost repairs
- 2 engine makes available
- Few moving parts
- Drive T-Post, round post up to 4"
- Available Multi-Collet option
- Air cushion dampening for virtually no recoil
- High fuel efficiency 1qt/hr
- Modular design

Dimensions: 29 x 11. 5 x 13" (configuration may alter dimensions)

Clutch: Centrifugal

Tank Size: 1.0 Qt.

Impact Energy: 45 Ft-LBs

Starter: Recoil

Weight: 42 lbs (depends on the configuration)

Hp: 1.8 (2-stroke) 1.4 (4-stroke) @ 6000 RPM

Fuel: Regular gasoline

Max Speed: 6000 RPM

Impact Rate: 1100-1800 BPM

Engine: 2 Cycle or 4 Cycle OHV

Displacement: 50.0 cc (2 stroke) • 33.5 cc (4 stroke)

Carburation: Diaphragm

Air Filter: Semi-Wet

AMERICAN ASSEMBLY, SERVICE AND SUPPORT!

SKIDRIL

P.O. Box 8041 • Greensboro, NC 27419
Tel: 800-843-3745 • Fax: 336-674-6690

Copyright 2020 SKIDRIL Inc. All rights reserved. Specifications subject to change without notice. SKIDRIL & "Ski-dude" are trademarks of SKIDRIL Industries, LLC.

You Do WHAT for a Living?

by Mark Levin, CAE, CSP
executive vice president, Chain Link
Fence Manufacturers Institute
2022 Inductee, American Fence
Association Hall of Fame

I've preached for years that those of us in the fence industry need to take more pride in what we do. When people ask us what we do for a living, most of us say, "Oh, I'm in the fencing business."

Now, there's nothing wrong with that. We are in the fencing business, but what do people envision when they hear the term "fencing business?" Do they think of the small wooden fence around their garden or lawn? Do they think of the miles of chain link fence along the highway? Do they think of the temporary fence they see on construction sites, or being used for crowd control at a large event or a protest of some type?

We provide a great service to our customers at every level. Whether it is a private home, a local school, a big power station, or a huge solar farm, fencing protects people and animals, delineates property lines, and serves as a deterrent to criminals. We should want people to know that.

While we are probably not going to say all of that when we are asked what we do for a living, we can try to get people to think a little more seriously, and positively, about the fencing business by not concentrating as much on the product – the fence – as we do on the outcome – increased safety, enhanced property appearance, higher deterrence levels, etc.

For example, if you say you are in the fencing business, the next few questions from people will be related to the product, such as what kind of fences do you make or install, rather than the perceived value of the product (the outcome), which is how to keep a new puppy safe, or how to gain privacy in a yard.

If we are going to get people to understand the value of what we do, we need to tell them, in a very succinct way, that what we do could help them. Something as simple as saying, "I'm in the perimeter security business", or even something more general, such as, "I'm in the security business" creates a completely different image than, "I'm in the fencing business."

This is the type of thinking that is going to help the public understand the importance of our products and services.

I found out a few years ago what a difference that ability to articulate what we do for a living can make.

I had an opportunity for consulting and speaking engagements with the U.S. Olympic Committee (USOC). The audience I worked with were the executive directors and other staff members from the 64 sports the OSOC administers, including both winter and summer Olympic events, like basketball, skiing, curling, equestrian, track and field and others. There were roughly 100 people in the group.

The meeting was in Pittsburgh, and the opening reception was held on the club level of the stadium where the Pittsburgh Steelers play. We got to go through the Steelers Hall of Fame and roam the facility for a while. It was a neat setting and was a great chance for me to meet many of the representatives from the various sports. It turned out that this was their last meeting before they headed to Rio de Janeiro and the Olympic Games.

The next morning, part of my introduction mentioned that I was the executive vice president of CLFMI, an international trade association. One of the attendees asked what my members do. I told them, "They're all in the fencing business."

At my session, on membership and leadership, we had a lively exchange and a lot of laughs. Everyone seemed very engaged. As we got ready for the mid-morning break, I said, "Raise your hand if you have already picked up at least one good idea you can use to help your organization grow and be more successful this coming year." About 90% of the attendees raised their hands. As they did, I started chanting lightly into the microphone, "I'm going to Rio! I'm going to Rio!"

Of course, I found out quickly I was not going to Rio. However, I did get a chance to talk with several OSOC representatives after the program, and they said they really liked my approach to the topics, and they would be in touch.

About two weeks later, I got a call from one of the USOC managers. She told me that they had looked at all the sports organizations they managed, and there was one small one that they felt was the right match for me. They wanted me to do some more in-depth work with them, so they wanted to fly me out to their headquarters in Colorado Springs to meet with the group's executive director and some of the other USOC staffers.

Excitedly, I asked, "Which group did you line me up with?" I was thinking back to my high school years, playing my favorite sport of basketball, or as goalie for the Maryland State Soccer Champions, or as a record-setting bowler while in college.

"Oh no," they said. "We want you to work with the sport where you seem to have the most experience."

So, I meekly showed up to meet my new client: the United States Fencing Association.

Using the right words to describe what we do is really important.

United States Fencing Association
National governing body

As executive vice president of Chain Link Fence Manufacturers Institute for 38+ years, Mark Levin is also an author and avid promoter of the fence industry. He believes in the successful leadership qualities he promotes, including listening, delegating, consensus building, communications and effective decision-making.

Chain Link Fence Manufacturers Institute
10015 Old Columbia Road, Suite B215
Columbia, Maryland 21046
301-596-2583
info@chainlinkinfo.org
www.chainlinkinfo.org

DAC
INDUSTRIES, INC.
FOR ALL YOUR POOL SAFETY NEEDS

AUTO-LATCH

GATE STOP

SQUARE AUTO-LATCH

GATE CLOSURES

SELF CLOSING • SELF-LATCHING • OUTWARD SWING

☎ 616.235.0140 www.dacindustries.com facebook.com/dacindustriesinc in /dacindustries

Master Halco Gives Back - Again!

Celebrating Their 4th Consecutive Year of Supporting Local Communities

Master Halco's commitment to giving back to local communities shines brightly in the month of May. As part of their annual tradition, their 75+ locations across North America thoughtfully select a charity to sponsor for the entire month. This heartfelt initiative not only showcases their dedication to making a positive impact, but also unites employees, customers, and vendors in a shared mission of compassion and support.

The charities selected by Master Halco's various locations encompass a wide range of causes: supporting military heroes, providing care for children, advocating for the fight against cancer, aiding the homeless, and helping animals in need. Each charity represents a pillar of hope and assistance in their respective communities, reflecting Master Halco's diverse and impactful approach to giving back in a local way.

Master Halco's sales branches, manufacturing facilities, fabrication shops, and corporate departments all participate in this program year after year. This inclusive approach ensures that every aspect of the company is involved in making a difference and spreading goodwill in communities across the nation. From production lines to boardrooms, everyone comes together to contribute to a cause they are passionate about.

Each location has unique motivations behind their charity selections. Some sales branches are driven by personal connections with employees who have been directly impacted by the valuable work carried out by their chosen charities. For example, this year Master Halco's Long Island branch chose a charity to honor a fallen hero in their local community. NYPD Officer Jonathan Diller was recently killed during a routine traffic stop. "Several of our associates approached me about selecting Tunnel to Towers Foundation as our recipient this year," says branch manager Rich Mones. "This organization paid off the mortgage of Officer Diller, who is a fellow Long Islander".

Other branches opt for charities that hold special significance to their contractor customers, fostering a deeper sense of community and shared purpose. For instance, one of Master Halco's Dallas branches chose The Samaritan Inn, a North Texas charity that holds a close personal connection to the Ace Fence DFW crew. The Samaritan Inn is dedicated to helping with homelessness and the Dallas #156 Branch is proud to partner with them.

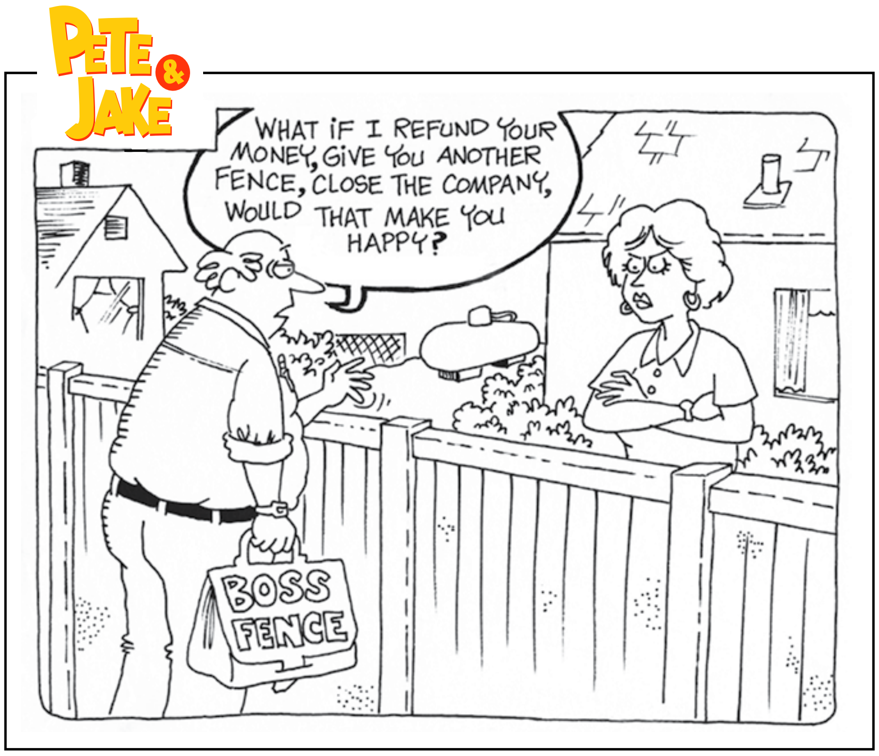
Master Halco's vendors and suppliers also patron Master Halco Gives Back. Through their generous support, branches compete for vendor sponsorships, enhancing their ability to make an even greater impact on their chosen charity. This collaborative effort between vendors and branches not only amplifies the reach and effectiveness of the charitable initiatives, but also highlights the partnership these vendors & Master Halco share. "We are thankful to have several vendors that we can call our valued partners," shares Glenn Shenk, senior vice president of sales and operations. "With their support, the impact on our local communities is greater than we ever thought possible."

MASTER HALCO
August 2, 2023
Ronald McDonald House Charities
$$$$
Support of children and families
Closet
All proceeds benefit

By planning purchases to invoice within Master Halco's Fiscal Month of May, contractors can directly contribute to charitable efforts through Master Halco Gives Back and make a meaningful impact in their local communities. This year, Master Halco's Fiscal Month of May runs from April 29th to May 24th, providing a specific timeframe for contractors to align their purchases with the company's philanthropic initiatives. Your support during this period not only helps drive positive change but also showcases your commitment to social responsibility and giving back. Join Master Halco in making a difference by leveraging your purchases to support those in need and spread goodwill throughout the nation.

To learn more about Master Halco Gives Back and see what charity each Master Halco location is supporting, please visit *https://www.masterhalco.com/mhgivesback.*

We've got everything you need for a successful loop installation
Discover loop installation tips and tricks at:
BD Loops.com
The Loop Experts!
BD Loops | 1907 Nancita Cir. | Placentia, CA 92870 714-723-0946
Loop Checklist:
√3/16" Preformed Saw-Cut Loops
√BD Loop Shield Gray Black
√3/16" Diamond Blade
√E-Z Detector Checker
√BD-Megger
BD-LS
Loop Shield


PETE & JAKE
WHAT IF I REFUND YOUR MONEY, GIVE YOU ANOTHER FENCE, CLOSE THE COMPANY, WOULD THAT MAKE YOU HAPPY?
BOSS FENCE

DECORATIVE ALUMINUM PEDESTRIAN RAILING, MEETS AASHTO LRFD REQUIREMENTS

ORNAMENTAL FENCING

ELITE

FENCE PRODUCTS, INC.

Aluminum Ornamental Fence & Railing
ZipTrack™ Cantilever Gates

CUSTOM COLORS AVAILABLE

ALUMINUM RAILING

CUSTOM GATES

ZIPTRACK™ ALUMINUM CANTILEVER GATES

Buy American, Be American™
Proudly Made in America! Extruded & Assembled

All Images and data in this document are property of Elite Fence Products,

SUPERIOR FENCING, RAILING, ESTATE & CUSTOM GATES AND ACCESSORIES

Chesterfield Township, MI
Corporate
1.800.783.1331

Hudson, FL
1.888.222.1846

Murfreesboro, TN
1.888.426.7270

WWW.ELITEFENCE.COM

Iron World Welcomes New Vinyl Fence Department Manager

Iron World welcomes Deon Jones as their new vinyl fence department manager. Jones has over 15 years of experience in the fencing industry, having successfully supervised all facets of vinyl fencing operations, from procurement to installation.

"Deon comes from a family of skilled craftsman, renowned for their carpentry prowess," explains Richard Stellabuto, president of Iron World. "This, along with his exceptional experience, provides him with a deep understanding of materials, processes, and industry standards specific to vinyl fencing. His expertise extends beyond technical knowledge to encompass inventory management, supplier relations, and effective team leadership, ensuring seamless workflow and project delivery."

Jones is focused on implementing cost-effective solutions to optimize production efficiency while upholding high standards of product excellence. He has earned a reputation for delivering exceptional results and fostering long-term client relationships.

"His strong communication and problem-solving skills translate into his ability to cultivate collaborative relationships with internal teams, external vendors, and clients," explains Richard.

"I am thrilled to join the Iron World team and apply my proven leadership and expertise in vinyl fencing management to drive growth and innovation in this new position," says Jones.

A Look at **Several Vinyl Fencing Options**

Iron World offers an exceptional array of vinyl fencing. Each line offers unique options and functions.

CHESAPEAKE BAY VINYL FENCING

The Chesapeake Bay Vinyl Fencing is a durable and low-maintenance option for homeowners looking to add privacy and security to their property. Made from a strong and weather-resistant PVC material, vinyl fences are built to withstand the elements and resist fading, cracking, and warping. They are also easy to clean and maintain, requiring only occasional washing with a garden hose or a mild detergent solution.

In addition to their functionality, vinyl fences offer a wide range of aesthetic options to suit any home's style. They are also customizable with various picket, rail, and post designs, making it easy to find the perfect match for your home and property. Vinyl fencing is a great choice for those who want a durable, low-maintenance, and stylish fencing option.

CONNECT WITH US!

FENCE NEWS USA
VOICE OF THE FENCE PROFESSIONAL

IRON WORLD VINYL FENCE OPTIONS

BALD EAGLE
PRIVACY FENCE

BALD EAGLE PRIVACY FENCE

The Bald Eagle privacy vinyl fence is a type of fencing that offers an effective solution for creating a private and secure outdoor space. It is made from durable vinyl material that is resistant to weather and UV rays, ensuring long-lasting performance and minimal maintenance requirements. The design of the privacy vinyl fence features closely spaced panels that prevent visibility from the outside, making it an excellent option for homeowners and businesses seeking to enhance privacy and security. Additionally, the aesthetic appeal of the fence is another advantage, as it can complement a variety of architectural styles and landscaping designs.

OSPREY
RANCH STYLE FENCE

OSPREY RANCH STYLE FENCE

The Osprey vinyl fence is a classic style of fencing that is both practical and visually appealing. It is made from a durable vinyl material that is resistant to weather, insects, and UV rays, ensuring long-lasting performance with minimal maintenance requirements. The design of the Osprey features three rails, with evenly spaced posts that provide a secure and sturdy barrier for properties of all sizes. The Osprey is also an excellent choice for rural properties, farms, and ranches, as it can effectively contain livestock and protect crops while adding aesthetic appeal to the landscape.

CARDINAL
PICKET FENCE

CARDINAL PICKET FENCE

The Cardinal vinyl fence is a popular style of fencing that features a design reminiscent of a dog's ear. It is made from high-quality vinyl material, which is durable and long-lasting, and offers several benefits over traditional wood fencing. One of the main advantages of a dog-ear picket vinyl fence is that it requires very little maintenance. Additionally, the fence is resistant to weather, insects, and UV rays, ensuring that it remains in excellent condition for many years. The Cardinal vinyl fence is available in white.

GOLDFINCH
PICKET FENCE

GOLDFINCH PICKET FENCE

The Goldfinch vinyl fence features a picket top design with the durability and low maintenance. Crafted from vinyl, the fence is resistant to rot, decay, insects, and weather damage, ensuring its excellent condition for years to come.

HERON
CLOSED TOP PICKET FENCE

HERON CLOSED TOP PICKET FENCE

The Heron vinyl fence has a closed top picket style features pickets that are vertically aligned and have a flat top. The Heron is a popular due to its resistance to rot, decay, and insects. It doesn't require painting or staining like wood, making it a low-maintenance option.

ORIOLE
PRIVACY FENCE WITH DIAGONAL LATTICE

ORIOLE FENCE PRIVACY FENCE

The Oriole privacy fence with diagonal lattice combines the functionality of a traditional privacy with the decorative appeal of lattice panels arranged diagonally at the top. The diagonal lattice adds a decorative element while still maintaining privacy.

For more information, visit *ironworldfencing.com*.

RESERVE YOUR
AD SPACE NOW
FOR 2024
FENCENEWS USA
VOICE OF THE FENCE PROFESSIONAL
Contact us for more information:
katie@fencenews.com | (337) 312-0975

CLASSIFIED AND WEBSITE ADVERTISING SPACE AVAILABLE ALSO.

Submit your news releases and product information to:
editor@fencenews.com

Diamond
MOWERS

Getting your Equipment Ready for Productive Land Clearing

Spring is here and summer not far behind, so it's time to gear up for a busy land clearing season. As you shift from snow clearing to mowing and mulching tasks, ensuring your equipment is in top shape is essential. Following are some tips from the team at Diamond Mowers to make sure your attachments and carrier are ready for peak performance.

ATTACHMENT MAINTENANCE

Equipment downtime is the bane of most contractors, negatively impacting productivity and profitability. To avoid disruptions and delays, it's essential to maintain and stock up on those parts that take the greatest abuse to minimize downtime and avoid operational interruptions.

1. ***Mulching and Stump Grinder Teeth:*** Teeth are one of the hardest working components of any attachment and may need to be replaced multiple times throughout a season depending on equipment use. These parts are subject to constant wear from processing vegetation and direct ground engagement, so it is crucial to maintain and replace them. Diamond's Four-Point Hardened Steel Teeth, for instance, can be removed and sharpened, or rotated directly on a mulching attachment, to increase efficiency and productivity. Twin Chisel® Planer Teeth are even easier to maintain because they can be sharpened while mounted to a drum mulcher. Twin Maul® Carbide Teeth and Greenteeth® Wearsharp Stump Grinder Tooth require no maintenance at all. Simply replace them when they are damaged or worn down.
2. ***Flail Knives and Rotary Blades:*** If you own a flail mower, rotary mower, or brush cutter, maintaining blades is critical for optimal performance and longevity. Inspect flail knives and blades before each use, looking for signs of wear, damage, or debris that may be stuck. If you notice any significant damage, such as bends or cracks, it's time to replace them.
3. ***Hydraulic Connections:*** Inspect hoses, connections, and couplers before each use. Tighten any loose connections and replace any damaged or worn parts.
4. ***Mounting Hardware:*** Check all mounting hardware for correct torque values. If any are loose, re-torque them to their proper specifications, and replace those that are worn or broken.
5. ***Spindles:*** Replace oil and grease in spindles every 500 hours or yearly. Make sure all spindle bolts feature the correct torque values and re-torque them if needed.

CARRIER MAINTENANCE

Because dirt and grime can damage components, a simple cleaning of both the interior and exterior of your carrier will go a long way to ensuring your equipment is ready for the busy season ahead.

1. ***Clean Your Equipment:*** A thorough wash to remove dirt and debris will help keep your equipment in excellent shape. Pay special attention to the undercarriage and control systems for any clutter left over from the previous season.
2. ***Perform Maintenance Checks:*** After months of sitting idle, it is important to conduct a thorough inspection of all filters, fluids, and coolant levels, and to lubricate all machine components. Refer to your operator's manual for specific instructions for your carrier.
3. ***Check Batteries and Electrical Components:*** Test the battery and verify that electrical elements like lights, wipers, and flashers are working correctly. Ensure a secure connection and sufficient charge.
4. ***Test Primary Functions:*** After performing maintenance work, make sure steering controls, parking brakes, safety features, and horns are all operational. Any abnormalities should be addressed promptly.

CONDUCT A COMPREHENSIVE INSPECTION

Once your equipment is clean and functioning properly, perform a walk-around inspection to check the following components:

1. ***Lights, Reflectors, Tires and Tracks:*** Check for damage and ensure proper tension, pressure, and cleanliness on all lamps, lenses, tires, and tracks. Well-maintained tires and tracks are also essential for fuel efficiency and a smooth ride.
2. ***Windshields and Glass:*** Keep these surfaces clean to ensure complete visibility during operation. Stock up on safety glass as needed according to manufacturer specifications.
3. ***Hydraulic Hoses:*** Look for signs of wear or damage in hydraulic hoses and replace them if necessary.

For additional tips and resources, visit *diamondmowers.com*.

84 Lumber Names Mark Ingersoll as Area Manager in Western Division

84 Lumber has announced area manager Mark Ingersoll will be moving to its Western Division, overseeing facilities in California, Nevada, and Arizona.

"Mark's accomplishments as a seasoned leader in our Southeast division, coupled with his commitment to the success of the company, makes him the best choice to manage our opportunities out west," says 84 Lumber CEO and owner Maggie Hardy. "With all the ongoing growth in California, combined with our potential plans for key markets in the west, having him lead the charge is without a doubt the best move for us."

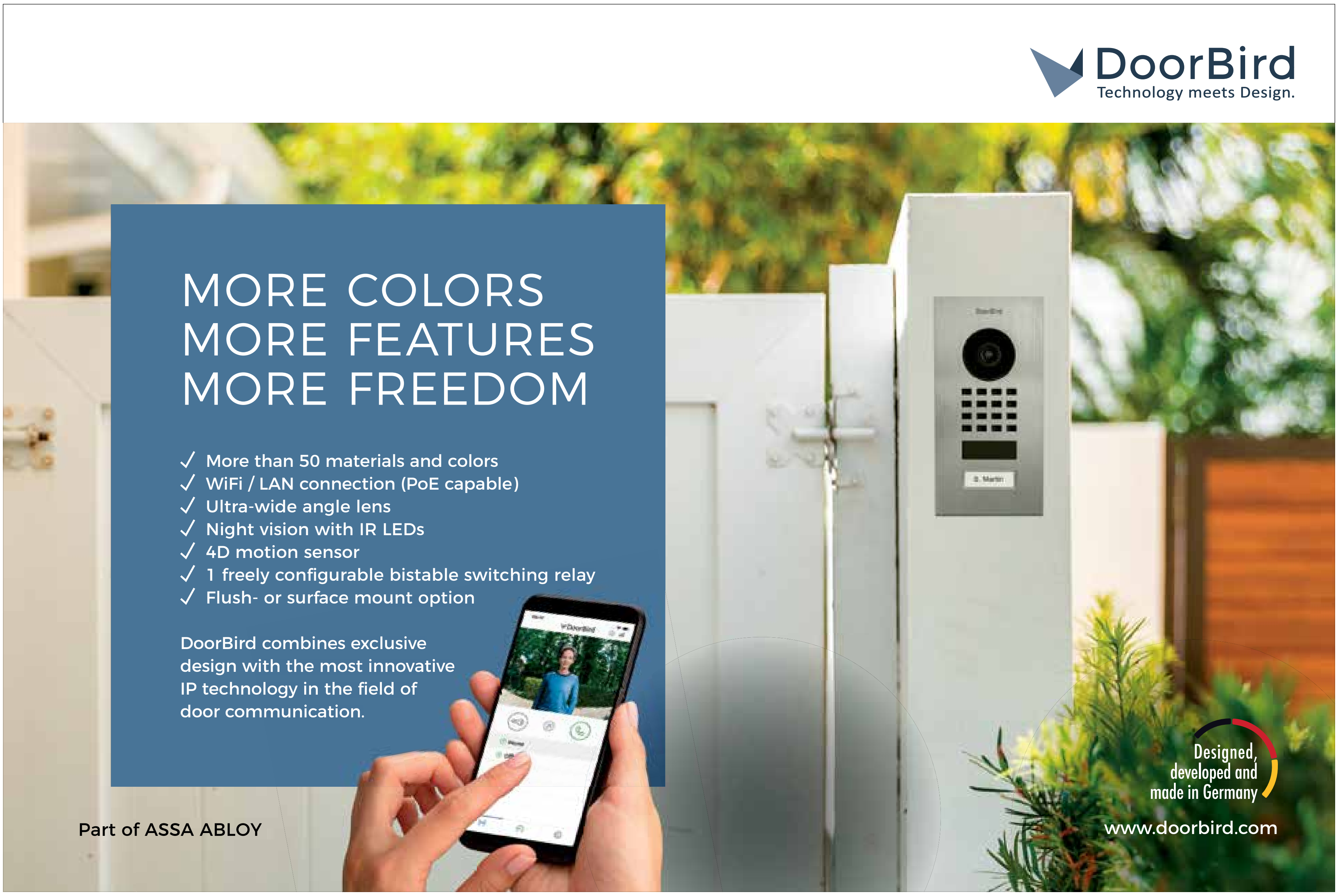
Ingersoll joined 84 Lumber in February 1992 as a manager trainee in Depew, New York. In 2002, he was named an area manager, overseeing 84 Lumber sites in Florida and Georgia. In 2018, he was tasked with overseeing the company's operations in Georgia and eastern Tennessee and was named the 2019 Area Manager of the Year.

"I'm humbled that 84 Lumber believes in my accomplishments and abilities as an area manager and that they've entrusted me with these new California stores and facilities," says Ingersoll. "I know our team's success in the Atlanta market can be applied and enhanced in California. 84 Lumber's future is looking very bright."

As the area manager, Ingersoll will be overseeing the new 84 Lumber locations, including Stockton and Riverside. The upcoming Riverside store sits on approximately 15 acres. The added capacity allows 84 Lumber to keep up with the growth in the area. This new location will also allow associates to accommodate the needs of customers, such as framers, that wouldn't have been possible at the previous location in Beaumont. Career opportunities at these new locations will soon become available at www.84lumber.com/careers.

Additional expansion plans in California include a truss plant in Bakersfield. These new sites, along with already established stores in Bakersfield, Clovis, and Beaumont, will bring 84 Lumber's presence to eight total locations in the state. Ingersoll will also be responsible for the Phoenix and Las Vegas markets.

84 Lumber is the leading supplier of building materials, manufactured components, and industry-leading services for single and multifamily residences and commercial buildings. The company operates more than 310 facilities in 33 states and is continuing to grow. To learn more, visit *84Lumber.com.*


DoorBird
Technology meets Design.

MORE COLORS
MORE FEATURES
MORE FREEDOM

- ✓ More than 50 materials and colors
- ✓ WiFi / LAN connection (PoE capable)
- ✓ Ultra-wide angle lens
- ✓ Night vision with IR LEDs
- ✓ 4D motion sensor
- ✓ 1 freely configurable bistable switching relay
- ✓ Flush- or surface mount option

DoorBird combines exclusive design with the most innovative IP technology in the field of door communication.

Part of ASSA ABLOY

Designed, developed and made in Germany

www.doorbird.com

Shrinking Backlogs

by Tom Luby, owner of Profit Builders International

Since FENCETECH '24 this past February in Nashville, Tennessee, fence sales have been tight. As an example, although raw steel prices have risen slightly, steel tubing and mesh for fence has dropped slightly. The reason is reduced demand for steel fence products, and that appears to be true for fence products across the board.

Vinyl, ornamental iron, wood, all fence materials and product type, especially residential fence sales, have taken a hit lately, and I have a feeling it may continue for several months, if not longer. So, what do we do about it? I recommend tightening our belts, cutting overhead and not overextending in the short term.

I suggest keeping inventory quantities at JIT (just in time) levels and not stockpiling unless you have inside knowledge of impending price surges. I would also be curious in bidding extended duration commercial and/or industrial jobs unless they have floating inventory price controls tied to current levels.

Normally when backlogs dip, I advise my clients to adjust bids accordingly to keep the crews busy, but in doing so, please be cautious. It is better to lose a job than to do the job at a loss just to keep the crews busy. Know your overhead factor and never let your bid dip below your break-even point, no matter what. Laying off people is never a good idea, but going bankrupt because you are losing money on jobs is an even worse idea.

If leads start to dry up, cutting overhead and trimming fat is always better than layoffs or unprofitable jobs. I certainly hope your company never has to worry about drastically reduced leads but unfortunately, I have been seeing many fencers facing hard times lately.

Another contributing factor is that for the past several years there was an influx of cash from the federal government. That money has completely dried up and has been replaced with inflation. During the period of cash influx, I saw an uptick in new fence companies; now it appears we have less work to share and more fencers to share it with. Not a good scenario.

I am not trying to be a naysayer. I want to inject a cautious "word to the wise". As my friend and client Dany Rodriguez from Fence Direct in Orlando said last month, "Your company must adjust and evolve with the market, expect lower volumes, and adjust to them. Strengthen your business from within to better prepare and work on innovation that will ultimately benefit the customer."

Tom Luby has helped hundreds of contractors within the fence industry achieve success with maximum profitability and efficiency. With over 25 years of experience consulting in the fence industry, he developed the "Roadmap for Success", a program that can help contractors succeed. The program is available on CD, along with the sales and marketing guide "The Close" by contacting him below:

Profit Builders International
3421 10th Lane West, Palmetto, Florida 34221
www.profitbuilder.org | tluby@profitbuilder.org
941-981-3677

Eastern Fence - Fort Mill Moves Southern Corporate Office to New State-of-the-Art Facility

Eastern Fence - Fort Mill, a leading provider of top-quality fencing solutions, is proud to announce the relocation of its Southern Corporate Office to a spacious 160,000-square-foot facility conveniently situated off I-77 in Fort Mill, South Carolina. This move marks a significant milestone for the company, underscoring its commitment to excellence, service, and customer satisfaction.

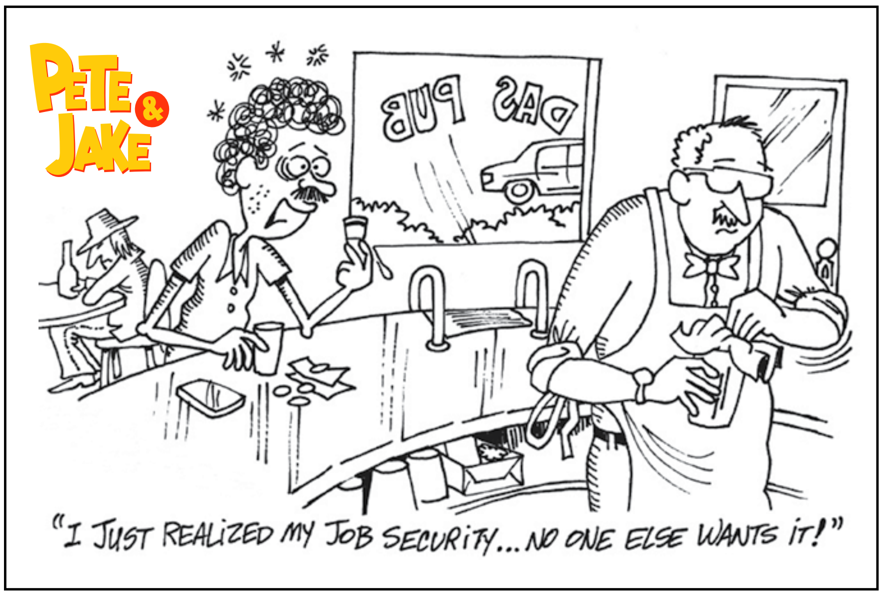
The new office, located at 2840 Lakemont Blvd in Fort Mill, will serve as a pivotal sales, manufacturing, and distribution hub for Eastern Fence's various product offerings, including the recently launched Fort Mill Ornamental brand. Fort Mill Ornamental represents a reinvigorated focus on excellence and innovation in the ornamental fencing industry, offering a diverse range of aluminum ornamental fence options designed to enhance outdoor spaces with durability and elegance.

"We're excited to embark on this new chapter in Eastern Fence's journey," says Michael Murphy, chief sales and marketing officer of Eastern Wholesale Fence. "Our move to the new state-of-the-art facility reaffirms our commitment to providing exceptional service and top-notch products to our customers."

The relocation to the new facility not only signifies Eastern Fence's dedication to quality craftsmanship but also reflects its commitment to the Fort Mill community and the surrounding areas. With enhanced capabilities and resources, the company is poised to elevate its service to the next level, delivering world-class solutions to its valued customers.

"At Eastern, we take pride in our role as a trusted partner to our customers," Murphy emphasizes. "It's our mission to deliver exceptional customer service by partnering with customers to provide outstanding value with our industry-leading fence and railing products. Our new location enables us to continue delivering on that promise, providing outstanding value and unparalleled service."

For more information about Eastern Fence - Fort Mill and its offerings, including the Fort Mill Ornamental product line, visit *easternfencefortmill.com*.



"I JUST REALIZED MY JOB SECURITY...NO ONE ELSE WANTS IT!"

FieldBin Launches Performance-Based Digital Marketing Services for Field Service Businesses

Services Help Outdoor Contractor Businesses Stand Out on Google and Generate Quality Leads

FieldBin, a field service management (FSM) software provider, is now offering digital marketing services designed specifically for roofing, HVAC, plumbing, landscaping, fencing and other field service businesses.

"Because contractors and other trade professionals spend most of their time on service jobs and doing the day-to-day admin work required to run a business, they often lack the time and skills needed to effectively market and grow their businesses online," says FieldBin CEO and co-founder, Ralph Sita. "Our digital marketing services are tailored exclusively to help field service companies and professionals build a growing, profitable business that stands out in the digital age."

FieldBin's new digital marketing services include custom website design and development, website hosting and maintenance, SEO strategy and implementation, and PPC (Pay-per-click) management – all handled by a Google-specialized team. FieldBin offers digital marketing as a stand-alone service for field service businesses or in combination with its field service management software users.

Sita adds, "We make field service businesses stand out on Google and help bring in quality leads, essentially handling the company's marketing needs so that trade professionals can focus on their work."

Launched in 2022, FieldBin is the easiest software tool for hard-working, field service trade business owners and teams who want to reduce the hassle of back-office operations, cut down on paperwork, and streamline processes. Its features include work order scheduling, dispatching, invoicing, inventory management, estimating and quotes, payments processing, service portal, and customer management with a simple-to-use interface, intuitive navigation, and easy drag-and-drop functionality – all accessible from anywhere on any device.

For more information and/or a free consultation, visit *fieldbin.com/home-services-marketing-agency/* .

ENCON ELECTRONICS
IS PROUD TO PARTNER WITH
DOORKING

CELEBRATING 40 YEARS OF EXCELLENCE

For decades, Encon and DoorKing have been partners in the industry, consistently offering quality products *and* superior customer service.

ANNIVERSARY SPECIALS

Every month in 2024, Encon is offering awesome deals. In May, place a DoorKing order, and have a chance to win a Traeger BBQ Grill.

MAY SPECIAL

SAME DAY SHIPPING

Encon stocks DoorKing's extensive line of gate operators, access control products, and accessories. Place an order and enjoy same day shipping on most products.

ADVANCED ACCESS CONTROL PRODUCTS

UP TO 20% OFF IN MAY!

2108 & 2112
EVOLVE VIDEO ENTRY SYSTEM

Program and control the system from virtually anywhere via the eVolve Cloud.
Communicate via phone and live video.
Ring up to 4 designated phones.

1800-500
WIFI BLUETOOTH RELAY

DOORKING TRAINING DAYS

MAY 14
SACRAMENTO

MAY 16
HAYWARD

Pick the day and Encon location that works best for you.

DIVERSE GATE OPERATOR LINE

6006
SWING GATE OPERATOR

Convenience and reliability in a compact, aesthetic design.
Easy install - mounts directly to your gate and pilaster.
Keyed release - gate remains closed if the power is lost.
Enclosure has an IP54 protection class rating.

20% discount is valid on 2108, 2112, and 6006 models only. Some restrictions may apply.

LEADING THE ACCESS CONTROL INDUSTRY SINCE 1984

800.782.5598 www.enconelectronics.com

Modern Mill Launches a Newly Redesigned and Streamlined Website

In a significant leap towards enhanced user experience, Modern Mill, the manufacturer of innovative wood-alternative ACRE, announces the launch of their redesigned website. The new site features meet today's audience's expectations for intuitive navigation, embedded sales enablement tools and a robust information hub.

"Our goal is to ensure that any type of user, whether an architect, builder, dealer, homeowner or distributor, can have the best user experience and can find the information they need with the least number of clicks and scrolls possible," says Kim Guimond, chief marketing officer. "We've significantly updated our mobile website to ensure that installers on the jobsite can easily obtain the installation and technical information they need. We'll continue to make further improvements such as translating aspects of the site to Spanish and Portuguese."

KEY FEATURES OF THE NEW SITE INCLUDE:

- ***Intuitive Navigation***: Navigation has been significantly improved to account for user types and their respective information needed.
- ***Robust Information Hub***: The revamped website consolidates more information into fewer and easier navigable webpages so users can find all information they need in less time.
- ***New Inspiration Page:*** The "Get Inspired/Projects" page is in a grid format for easy user experience. Each project has information on specific projects and coatings used.
- ***New Architect and Designer Toolkit:*** An updated dedicated page that houses all the tools that the A&D community needs including the ability to sign up for lunch-and-learns.
- ***Social Media Integration:*** The homepage promotes customers' projects by loading user-generated content from Instagram to further inspire prospective customers.
- ***Contemporary Client Experiences:*** Expanded sustainability story, video library and online shop (with branded merchandise)

Learn more at *modern-mill.com*.

BUSINESS OPPORTUNITIES

Commercial Fence Estimators and Superintendents

Large fence company looking for experienced fence estimators and superintendents in Texas. Please apply at *www.americanfence.com/careers* or send an email to *hr.departfax@americanfence.com*.

FENCENEWS USA
VOICE OF THE FENCE PROFESSIONAL

Got something to advertise?
Send us your classifieds.

• POSITIONS WANTED
• EMPLOYMENT OPPORTUNITIES
• EQUIPMENT (new or used)
• BUSINESS OPPORTUNITIES

Email Katie at **katie@fencenews.com** for a quote and to schedule your ad.
Send editorial submissions to **editor@fencenews.com**.

TITAN POST DRIVERS

THE POST DRIVER THAT DOES IT ALL

The Titan PGD3200X is the driver of choice for fence installers. It is powered by the Honda GX35 1.3hp, 4-stroke engine and features a heavy-duty, threaded barrel that accommodates T-posts or pipes up to 3⅛" diameter. Don't waste time changing barrels! Simply insert the proper adapter sleeve and drive with confidence and efficiency.

CHECK OUT THE TITAN PGD3200X IN ACTION!

PROUD MEMBERS | NAFCA AFA FWA IECA ARA

www.titanpostdrivers.com 702-293-4262

Never Abandon Your Post.

Prevent damage.
Preserve curb appeal.
Prolong post life.

Enlist Fence Armor post protection.

FENCE ARMOR®

Prevent. Protect. Prolong.™

Available at FenceArmor.com

Follow us to learn more.

© 2024. All rights reserved by Fence Armor®

START-UP STORIES

A TO Z QUALITY FENCING

AARON SMITH (LEFT) AND DAN DREXLER (RIGHT) WITH STRATFORD SIGNS. DREXLER HANDLES SIGNAGE, BROCHURE AND WRAPS FOR A TO Z QUALITY FENCING.

Those on the outside may think owning and growing a business is glamorous. They see the current building, the staff, the equipment and the profits. What they don't see are the startups. The small beginnings, the ever-present worry, the dreams and the everyday decisions that can either make it or break it.

Fence News honors those who put their hat in the self-employment ring and built their business one small step at a time.

BUILDING FENCES, BUILDING COMMUNITIES

A random side job many years ago changed the trajectory of Aaron Smith's life, personally and professionally.

As a carpenter apprentice, he took on a side job to build a pool deck for a family in Oak Creek, Wisconsin in 1996. When he called for a footing inspection for the deck, the inspector told him the footings were fine, but he couldn't move forward without having a fence installed around the pool. The client wanted a vinyl fence to match the vinyl deck. Aaron began searching for a company to build the fence and found All City Fence owned by Mark Knudson. It would be eight weeks before they could install it, but they could sell him the materials if he wanted to install it himself.

"I told them I'd never installed a fence before," says Aaron. "They said they could send the owner's son, Matt Knudson, out to help. He was 16 at the time. Together, we installed my first fence. It went so well that their salesman, Jim, continued to call me to install more fences and next thing I knew, my evenings and weekends were filled with fence installation. Also, that job led me to meeting my wife, Renee. She was the sister of the family I built the deck and fence for. For the longest time, she called me 'the deck guy'".

In 1996, Aaron and Renee founded A to Z Quality Fencing in Wisconsin. "We had friendships with most of the other fence companies around us, so we enjoyed good relationships with our regional fence community," Aaron says. "There was definitely enough work for everyone."

Staying ahead of technology was one of the best decisions they made, even though it sort of fell into place. "We were literally one of the first fence companies in our area to have a website," Aaron explains. "One of our first fence jobs was for a friend who was an IT guy; he traded a website for his fence. We've continually updated it because technology moves quickly so you must stay in front of it."

In the beginning years, Renee handled the office and books and Aaron handled sales, advertising and any engineering duties for manufacturing and installation. They handled installations together until they could afford to hire crews.

Three years into the business, they began to slowly add personnel: first installers, then employees in the shop, then office personnel. "Renee has always been the main trainer of crews," Aaron says. "She is one of the best installers in the country and has a knack for training others."

"We have never actually hired a salesperson because we always taught our team how to do it and almost everyone shares the duties and reaps the rewards of sales," he says.

About seven years ago, they added a second location in Minnesota. "We moved there for our children's education and sports opportunities," Aaron explains. "After being there a while, we began helping contractors out with fencing and we realized there was a great market there and it only made sense."

Today, their two locations have about 25 employees combined, between office personnel, installers, and sub-contractors. Revenue started out below $200,000 and grew to over $1 million after about seven years. They are currently positioned to exceed $10 million. Aaron credits the continued growth to a lot of preparation, training, and planning.

"When we began, we never looked at ourselves as entrepreneurs. Honestly, we were just doing what we needed to do to provide for our families," Aaron says. "About 15 years ago, I began seeing how we could make careers in this industry for the people who were working for us. We raised all our wages; we still have some of the highest paid team members in our industry. We added benefits, including matching 401k contributions, sales commissions, more training, and more input from our team. We fill their freezers with meat and serve a hot breakfast and lunch every day. That's when we realized we're entrepreneurs. My job today isn't to build fences, it's to grow the business. In doing so, we're growing lives, finances, and communities. God has granted Renee and me many blessings and our job is now to bless others."

They're working toward handing over duties. "We have six kids: Michael, Zach, Anja, DJ, AJ and Autumn," Aaron says. "Zach is already a key player in our Wisconsin location as project manager over all installs, and Anja and AJ are starting this year," Aaron says."

Paying more attention to the numbers is something Aaron wishes he had done during the early years. "Looking back, I would plan out further and spend more time learning every aspect of being a good quality fence contractor. A good fence builder doesn't necessarily equal a good businessperson. Both are vital to a company's success. My advice to anyone in the business is to do what you are good at and hire the rest."

"I am most proud of where we started and how far we've come in business," he says. "We have grown from a small, two-person operation to a business that feeds and takes care of many families. I am proud that we put compassion over profits, we give back to our team as much as we can. They are like family to us. And we give back to our community in many ways."

One of the community projects they are most proud of is in the Owatonna Prayer Garden in Minnesota. "Together with Modern Fence Technologies, Stephens Pipe and Steel and Eagle Fence Distributing, were able to donate $200,000 in fencing and installation for an 8' tall aluminum fence. God has blessed us, and it is great to share that with a project of this size and to help bring more people to God," Aaron says.

"None of this would be possible without my beautiful wife, Renee. She is the hardest worker I have ever met. She has drive, commitment, and compassion," Aaron says. "She is the driving force and true rock star in our business and family."

To learn more, visit *atozqualityfencing.com* .

738
WEST GATE

OPEN WIDE!

PRO ACCESS
SYSTEMS

When a project calls for a large gate turn to Pro Access Systems and Doorking to meet the specifications. With over a 20 years of gate system design and fabrication expertise, Pro Access has been supplying premium quality gates for critical infrastructure security applications including Commercial / Industrial, Energy Distribution, Transportation, Municipal Facilities and Residential Properties. Pro Access Systems specializes in large systems and is a leading single-source provider of integrated gate hardware, access control solutions with experienced technical support.

Pro Access Systems Atlanta (770) 955-4411 / Charlotte (704) 313-0300 / Chicago (630) 426-0022
Denver (303) 288-1700 / Tampa (813) 881-1200

www.G8Pro.com

Mastic® by Ply Gem® Announces its Brand Refresh – Making "More Possible" for Builders and Contractors

Mastic® Siding & Accessories by Ply Gem®, an industry-leading brand in vinyl siding solutions, announces its brand refresh alongside a full suite of resources for contractors and builders through the "More Everything" campaign.

The refresh coincides with the Mastic® brand's commitment to evolving with its customers to offer premium exterior style with uncompromising performance so building professionals can create homes at the pinnacle of quality, resilience and curb appeal.

"The Mastic® Siding & Accessories brand offers a comprehensive portfolio of products and a relentless commitment to customer success," says Joe Gentry, director of market intelligence & business strategy at Cornerstone Building Brands. "With Mastic®, contractors and builders get more; they gain the strategic advantage of business-building resources and guaranteed product performance resulting in the highest level of customer satisfaction."

Mastic® vinyl siding collections are engineered with building professionals in mind. With a steadfast dedication to innovation, the Mastic® brand features first-of-its-kind vinyl siding solutions boasting unmatched performance in all climates, a design-forward portfolio of no-fade color options and hyper-realistic wood-look finishes for premium style with unique upselling opportunities for contractors.

All products are backed by a V.I.P. Limited Lifetime Warranty and are designed to work together with the Ply Gem® portfolio of total designed exterior solutions, so contractors can seamlessly bring any vision to life.

Alongside this brand refresh, Mastic® customers can expect innovative product launches, a premium model line of in-home selling tools, customized training programs, a business-building rewards program, a new pro-focused website and more rolling out throughout the year.

Learn more at *mastic.com/pro*.

FENCE NEWS USA
VOICE OF THE FENCE PROFESSIONAL
DIRECTORY OF SUPPLIERS
www.fencenews.com
PETE & JAKE
2025 CALENDAR
FENCE NEWS USA

RESERVE YOUR AD SPACE TODAY!

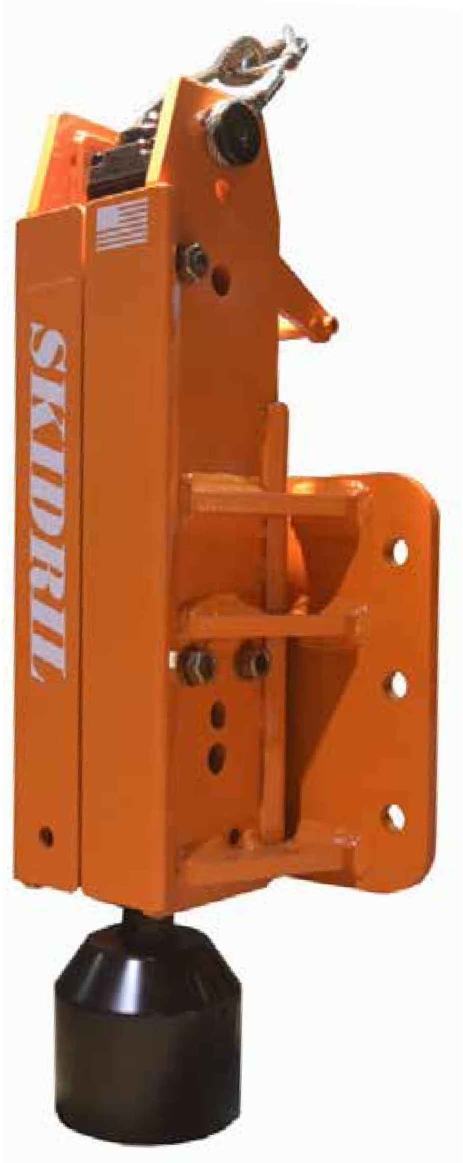
Contact **katie@fencenews.com** or call **(337) 312-0975 to place your ad in the 2025 Directory of Suppliers and 2025 Pete & Jake Calendar.**

SPACE IS LIMITED!

RIG-MOUNTED POST DRIVER

HP1000SS

ULTRA HEAVY DUTY
HIGH POWER-TO-WEIGHT RATIO
ONE MAIN MOVING PART
LOW-FLOW REQUIREMENT



- High-impact force
- Uses less than 8 GPM
- Patented accumulator reduces recoil, adds power
- 6” driver tool standard
- Near perfect center of gravity
- Highest hitting force per pound of tool
- Self lubrication prevents damage
- Closed circuit hydraulics creates no exhaust
- Drives wood and steel up to 6” diameter, guard rail and more
- Drives stakes, rods and pins
- Runs off of skid steer loaders and tractors
- Can be slung or hard-mounted
- 1 year parts and labor warranty

Dimensions: 40 x 18 x 12 (main body without quick-mount plate) **Impact Energy: 350 Ft-lb**

Weight: 496 LB w/quick-mount plate & tool **Pressure: 1650 PSI** **Flow: 5.5 - 7 GPM**

SKIDRIL

P.O. Box 8041
Greensboro, NC 27419
Tel: 800-843-3745
Fax: 336-674-6690

Copyright 2020 SKIDRIL Inc. All rights reserved. Specifications subject to change without notice. SKIDRIL & “Ski-dude” are trademarks of SKIDRIL Industries, LLC.

EVENTS

Memphis Tri-State Chapter
38th Annual Golf Tournament
May 17 – 18
Tunica National Golf Course
Tunica, Mississippi
americanfenceassociation.com

Wood Defender Training Class
May 17
Mansfield, Texas
Wooddefender.com

AFA Midwest Chapter:
Fishing with Fencers
June 8
Keystone Lake State Park
Americanfenceassociation.com

AFA Colorado Chapter
Sporting Clay Shoot
June 8
Longmeadow Game Resort and
Event Center
Wiggins, Colorado
americanfenceassociation.com

Wood Defender Training Class
June 28
Mansfield, Texas
wooddefender.com

AFA Gulf South Chapter Meeting
June 29
Top Golf
Baton Rouge, Louisiana
gscafa.org

2024 CLFMI Summer Meeting
July 16 – 20
Suncadia Resort
Cle Elum (Seattle), Washington
chainlinkinfo.org

Wood Defender Training Class
July 26
Mansfield, Texas
wooddefender.com

AFA - North Central Chapter Golf Outing
and Chapter Meeting
August 15
White Eagle Golf Club
Hudson, Wisconsin
americanfenceassociation.com

Wood Defender Training Class
August 16
Mansfield, Texas
wooddefender.com

West Coast Fence Show '24
September 5 – 8
Peppermill Resort, Spa and Casino
Reno, Nevada
westcoastfenceshow.com

The Fence Show & Security Expo 2024
September 11-13
Las Vegas, Nevada
fenceshow.com

AFA – Northern Ohio Chapter Meeting
and Clay Shoot
September 20
Hill 'n Dale Club
Medina, Ohio
americanfenceassociation.com

AFA – Midwest Chapter
The Fence Professionals Network Golf
Tournament
September 20
Shangri-La Resort
Afton, Oklahoma
americanfenceassociation.com

By the Sea
Carolina Fence Association
September 19 – 21
Kiawah Island, South Carolina
carolinasfence1@gmail.com

Women in Fence
Carolina Fence Association
September 21
Kiawah Island, South Carolina
carolinasfence1@gmail.com

Wood Defender Training Class
September 27
Mansfield, Texas
wooddefender.com

Farm Fence Forum 2024
October 3 – 5
Worthington, Indiana
farmfencesolutions.com

Fall Super Summit at
Fortress Building Products
Thornton Fence Consulting Group
October 13 – 15
Garland, Texas
fenceconsultinggroup.com

WASA (Western Access Systems
Association) 2024 Trade Show
October 15 – 17
Pechanga Resort Casino
Temecula, California
Admin@wasaonline.org or (714) 502-9300

Wood Defender Training Class
October 25
Mansfield, Texas
wooddefender.com

2024 CLFMI Annual Meeting
November 11 – 15
Hotel Sofitel
Washington, DC
chainlinkinfo.org

International Pool/Spa/Patio Expo
November 12 – 14
Kay Bailey Hutchison Convention Center
Dallas, Texas
poolspapatio.com

Wood Defender Training Class
November 22
Mansfield, Texas
wooddefender.com

2nd Annual Fence Business Conference
Thornton Fence Consulting Group
December 1 – 4
Shangri-La Resort
Monkey Island, OK
fenceconsultinggroup.com

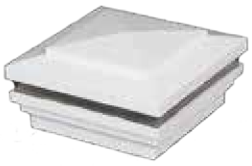
FENCETECH '25
February 25 - 28, 2025
Salt Lake City, Utah
americanfenceassociation.com

If you have a fencing industry event you'd like included in an upcoming issue, please email the information to: editor@fencenews.com.

Enhance outdoor living spaces with our low voltage lighting.

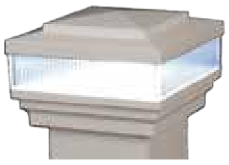
Low Voltage Lighting

Cape May Halo
Post Cap Light



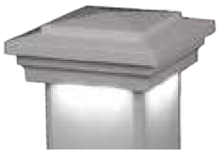
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Cape May Scalloped
Post Cap Light



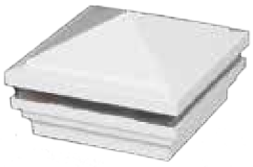
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Cape May Downward
Post Cap Light



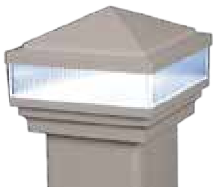
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Haven Halo
Post Cap Light



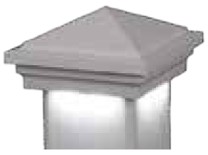
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Haven Scalloped
Post Cap Light



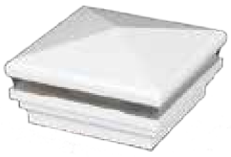
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Haven Downward
Post Cap Light



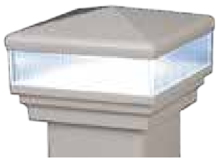
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Neptune Halo
Post Cap Light



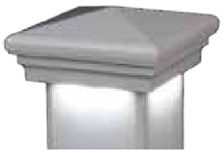
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Neptune Scalloped
Post Cap Light



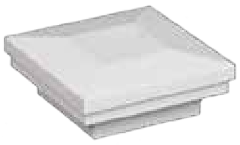
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Neptune Downward
Post Cap Light



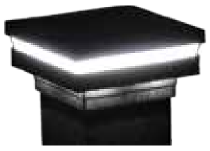
SIZES OFFERED
3-5/8", 4", 4-1/2", 5", 5-5/8", 6"

Ornamental Downward
Post Cap Light



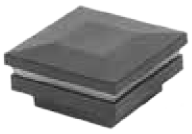
SIZES OFFERED
2", 2.5", 3", 3.25", 3.5"
4", 4.25", 4.5", 5", 5.5"

Ornamental Combo
Post Cap Light



SIZES OFFERED
2", 2.5", 3", 3.25", 3.5"
4", 4.25", 4.5", 5", 5.5"

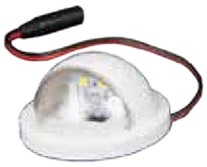
Ornamental Halo
Post Cap Light



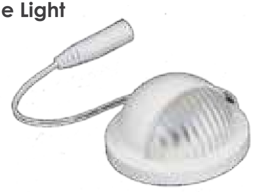
SIZES OFFERED
2", 2.5", 3", 3.25", 3.5"
4", 4.25", 4.5", 5", 5.5"

Low Voltage Accessories

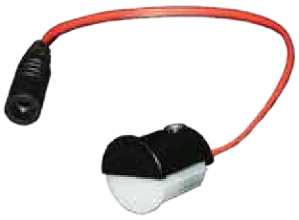
Dome Side Light



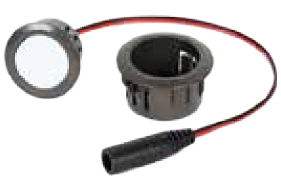
Scalloped Dome
Side Light



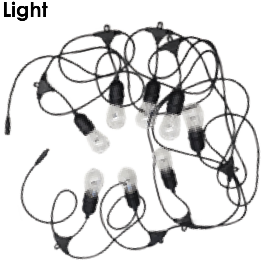
Recessed Riser Light



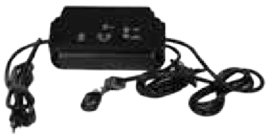
Flush Deck Light
w/trim ring



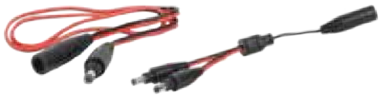
Low Voltage Bistro
String Light



50 Watt LED
Smart Power Supply w/photo eye, timer, remote and bluetooth

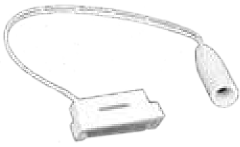


Harnesses & Splitters

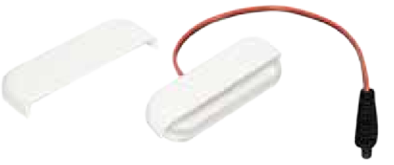


Harnesses Available in:
2', 5', 7', 9', 12', 25'
2 & 5 Way Splitters

Ornamental Side Light



1598 Stair/Side Light
w/ (2) ea. Covers



For complete list of our products please check out our brochure: lmtproducts.com/catalog-marketing/

LMT Mercer Group, Inc.   Innovative Products and Solutions

690 Puritan Avenue | Lawrenceville, NJ 08648 | p:1.888.570.5252 | f: 1.609.989.1199 | orders@lmtproducts.com
www.lmtproducts.com

BLACKline™ hhp
HIGH HEAT PERFORMANCE

BIG NEWS COMING SOON

BEYOND THE SURFACE: THE DEPTH OF REAL QUALITY

CALL US OR WRITE US FOR A FREE ESTIMATE ☎ 844-220-9100 ✉ info@blacklinehhp.com